

# GRAIN DEALERS JOURNAL

## Sioux City

At the Frontier of the World's Grain Market

The only primary market not receiving grain from other primary markets. This means strictly country run receipts.

A corn and oats market of superior advantage at the source of supply serves buyers and sellers in all directions.

The following firms, members of the Sioux City Grain Exchange, are ready to serve you.

Western Terminal Elevator Co.  
Flanley Grain Co.  
Terminal Grain Corporation  
L. C. Button Co.  
McCaull-Dinsmore Co.

Burke Grain Co.  
Lamson Bros. Co.  
Eales-Prescott Company  
J. J. Mullaney  
International Mlg. Co.

*"You'll Get Better Service in Sioux City"*



## When grain boats begin to dock

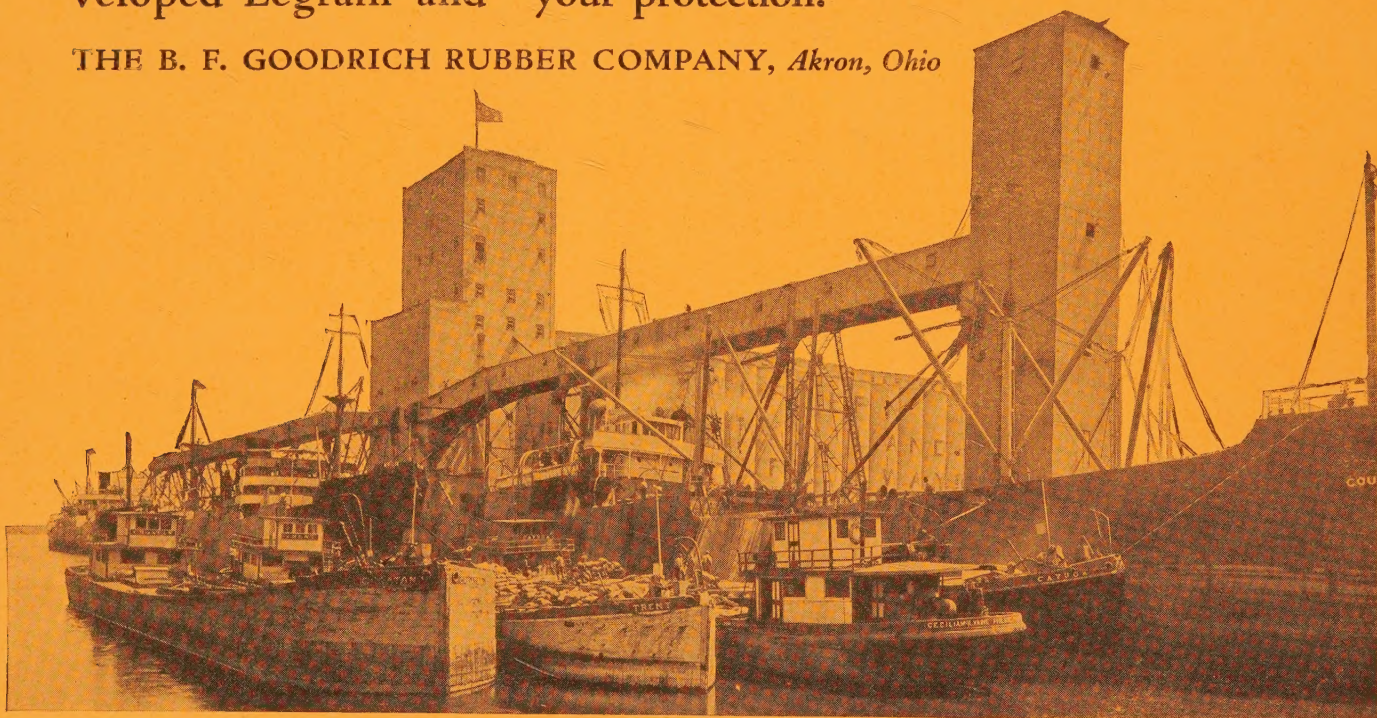
Make sure that they unload into your bins not into those of your competitor. It all depends on the careful thought you give your belts *before* the rush. Moving grain waits for no man's belt.

To produce belts that assure unbroken service and a long life, Goodrich engineers developed Legrain and

Carigrain Belts from close actual study of elevator conditions and needs. They are proof against alternate dampness and dryness. They age slowly, and run true to the line.

Prevent lost tonnage by avoiding stoppage. The reliability of Legrain and Carigrain Belts is your protection.

THE B. F. GOODRICH RUBBER COMPANY, *Akron, Ohio*



# Goodrich

*“Legrain” and “Carigrain”* BELTS

“BEST IN THE LONG RUN”



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elevtr. Co., wholesale grain.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Hayn & Sims, wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Deenils & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

### BOSTON, MASS.

Chamber of Commerce Members.

Bezaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Anchor Grain Co., Inc., grain and feed.  
Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKilien, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. & shprs.\*

### CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain and seeds.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Runsey & Co., grain commission.\*  
Sawers Grain Co., consignments.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Udlike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*

### CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

Aly & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Crowell Elevator Co., wholesale grain.  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., wholesale grain.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dunsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twiddle Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, buyers for mills.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Mercer, grain commission & consignments.\*  
Bingham Grain Co., The, recvrs. & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., recvrs. & shippers.\*  
National Elevator Co., grain merchants & Comm.  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.  
Fuller Grain Co., consignments.\*  
Goffe & Carkener, grain commission.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
McCord-Logan Grain Co., commission merchants.  
Miller Grain Co., S. H., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.  
Rocky Mt. Grain & Com. Co., consignments.  
Sculiar Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pdts.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.  
Gordy Co., O. L., grain brok., hay, grain, millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

### McKINNEY, TEXAS.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & comission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Kamm Co., P. C., grain shippers.\*  
Milwaukee Grain Com. Co., recvrs. grain and seed.

## MERIDIAN, MISS.

Board of Trade Members.

Threefoot Bros. & Co., whsle. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers, all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

## NEW ORLEANS, LA.

Board of Trade Members.

Fox Co., C. B., exporters.\*

## NEW YORK CITY.

Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Oberokee Grain Co., grain merchants.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Scannell Grain Co., E. M., grain and feed.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. E., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*  
Vandever Grain Co., wholesale grain.  
White Grain Co.\*

## OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Flanley Grain Co., receivers and shippers.\*

## OMAHA, NEBR. (Continued).

Roberts Grain Co., Geo. A., grain merchants.\*  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., commission and brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.\*

## PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Bowen Grain Co., S. D., receivers and shippers.  
Cote Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., C. C., grain commission.  
Miles, P. B. & U. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Dunwoody Co., Etl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.\*

## RICHMOND, VA.

Grain Exchange Members.

Reveridge & Co., S. T., grain, hay, feeds, seeds.\*  
Mayo Milling Co., millers, grain, feed seeds.\*  
Morriss & Co., C. F., grain, feed, hay, flour brokers.\*  
Saginaw Milling Co., jobbers grain, hay, feed, beans.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Button-Summons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brokr., Texas R. Oats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grain seeds.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

## SUPERIOR, NEBR.

Bossemyer Bros. Terminal Elevator.\*

## TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Kansas Flour Mills Co., receivers and shippers.  
Raymond Grain Co., consignments.  
Simonds-Shields-Lonsdale Gr. Co., exporters.  
Strong Trading Co., wholesale grain and feed.\*  
Terminal Elevators, exporters.

## WICHITA FALLS, TEXAS.

Myrtinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.

\*Member Grain Dealers National Association.

# BILL PITTSBURGH!

Route part of your shipment this way and compare results. The Pittsburgh market stands up alongside the leading grain centers and is growing all the time. Every facility is at our disposal for prompt and efficient handling. We stop at no pains to deserve your confidence. Railway connections give Pittsburgh a decided advantage and the best grain experience makes the Pittsburgh Exchange thoroughly representative. We guarantee Quick Returns on every shipment, not only because of Pittsburgh's reputation for hustle, but because the demand is here. This section of the country is on the top-wave of industrial prosperity, and these members of the Grain Exchange are ready to share with you the benefit of good business.

Harper Grain Co.  
H. S. Allen & Co.  
Geo. E. Rogers & Co.

Samuel Walton Co.  
Jesse C. Stewart Co.  
R. S. McCague, Ltd.

J. W. Smith & Co.



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**McCaull-Dinsmore Co.**

Grain—Wholesaler and Commission.

**T. D. Phelps Grain Co.**

Wholesale Grain and Beans.

**The Crescent Flour Mills**

Merchant Millers and Wholesale Grain.

**Denver Elevator**

Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

**The Summit Grain Co.**

Receivers and shippers of all kinds of grain.  
Offices now located at elevator, 19th and Navajo Sts.

**O. M. Kellogg Grain Co.**

Receivers and shippers of all kinds of Grain.

**Crowell Elevator Co.**

Wholesale Grain.

**The Conley-Ross Grain Co.**

Wholesale Grain and Beans.

**Moore-Lawless Grain Co.**

Kansas City, Denver and Atchison.  
Private wires to all markets. Hedging orders solicited.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

**Houlton Grain Company**

Wholesale Grain—Get in touch with us.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in the contract.

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

Receivers, Shippers, Exporters

**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases

CONSIGNMENTS A SPECIALTY

**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

**GILL & FISHER**  
Grain Receivers and Shippers  
BALTIMORE

**Chas. England & Co., Inc.**  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 CHAMBER OF COMMERCE  
BALTIMORE

**Baltimore Grain Co.**  
Receivers & Exporters  
Baltimore Maryland

Established 1900  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND

Grain Exchange  
Members

## ST. JOSEPH

Grain Exchange  
Members

**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

**GORDON GRAIN CO.**  
CONSIGNMENT SPECIALISTS  
T. P. GORDON (THE OLD RELIABLE) President ST. JOSEPH, MO.

**Button-Simmons Grain Co.**  
**B-S**  
BETTER SERVICE  
St. Joseph, Mo.

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



Produce Exchange  
Members**TOLEDO**Produce Exchange  
Members**JOHN WICKENHISER & CO.**  
Wholesale Grain Dealers  
TOLEDO, OHIOWe make track bids and quote delivered prices.  
Solicit Consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of TradeThere is a great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.1887 **H. W. DEVORE & CO.** 1923  
TOLEDO - OHIO**Clover Seed**International Game, played in Toledo, Ohio.  
Providence does dealing, When "Seedy" favor**C. A. KING & CO.***Like Billy Sunday they deal in cash and futures.***Grain Shippers**and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.Board of Trade  
Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
44 Years**B. C. Christopher & Co.**

KANSAS CITY, MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed**Davis-Noland-Merrill Grain Co.**

operating Terminal Elevator

Capacity 2,500,000 bushels—Superior service to millers and grain dealers

G. H. DAVIS, President

N. F. NOLAND, Vice-President

HAROLD A. MERRILL, Treasurer

M. GUNDELFINGER, Secretary

**SHANNON GRAIN COMPANY**  
CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

Consign to  
**WATKINS GRAIN CO.**

KANSAS CITY, MO.

"You'll Be Pleased"

**Moore-Lawless Grain Company**Consignments—Futures  
KANSAS CITY, MO.Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis,  
Atchison and Denver Exchanges**FEDERAL GRAIN CO.**

Real Service on Consignments

Buyers and Sellers of  
Wheat, Corn, Oats, Barley,  
Kafir and MiloOperators 1,500,000 BU.  
MURRAY ELEVATORBOARD OF TRADE KANSAS CITY, MO.  
U. S. A.**Rocky Mountain Grain & Com. Co.**  
ConsignmentsBuyers—Sellers  
**WHEAT . CORN**  
**OATS . BARLEY**  
CONSIGNMENTS  
MILL ORDERS**Yes Sir:** *Real Service*

We Handle Consignments

**S. H. Miller Grain Co.**  
Kansas City Missouri**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION  
GIVEN TO FUTURES**MEMBERS  
Kansas City Board of Trade  
Chicago Board of Trade  
St. Louis Merchants Ex.**A. C. DAVIS GRAIN CO.**

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.TRY  
**FULLER GRAIN CO.**  
Consignments  
Service

Kansas City, Mo.

St. Joseph, Mo.

**Simonds-Shields-Lonsdale**  
Grain Co.**QUALITY and SERVICE**  
Kansas City, MissouriRead the Advertising pages.  
They contain many stories of interest.  
The Grain Dealers Journal pre-  
sents only reputable concerns.**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**



Board of Trade  
Members

## PEORIA

Board of Trade  
Members

Peoria offers a strong outlet for  
NEW CORN

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
33-35 BOARD OF TRADE, PEORIA, ILL.

**H. D. BOWEN GRAIN CO.**  
Receivers and Shippers  
**CONSIGNMENTS**  
18 BOARD OF TRADE, PEORIA, ILL.

**P. B. and C. C. Miles**

Established - 1875  
Incorporated - 1910

**Peoria, Illinois**

Handling Grain on Commission Our Specialty

A Kansas dealer, who advertised his elevator for sale in the Journal, at a stipulated price, received so many replies from prospective buyers he decided to keep it.

**Turner-Hudnut Company**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

**Electric**  
Consignment  
**Service**

A reliable service designed to meet the requirements of shippers to the Buffalo Market. We solicit your shipments.

**ELECTRIC GRAIN ELEVATOR CO., BUFFALO**

Ship Us Your  
**Corn, Oats and Wheat**

Regardless Of Its Condition

We operate the Superior Elevator equipped with all modern machinery for handling grain

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OPERATORS OF  
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910 Chamber of Commerce, Buffalo, N. Y.

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**GRAIN BARLEY** A Specialty  
717 Chamber of Commerce - BUFFALO, N. Y.

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**CORN -- OATS -- BARLEY -- RYE**  
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Oxford, Mich.—In order that I may receive more information in the grain business, please send me the Grain Dealers Journal for one year. Enclosed find postal money order for \$2.00—Harold T. Campbell, The Oxford Farm Buro Local.

**JOHN E. BRENNAN & CO.** GRAIN and SEEDS  
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Then consult the "Elevators  
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of the Grain Dealers Journal

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We have enlarged upon our old form of recording C. N. D. quotations and now have a new book which, in addition to having spaces for Wheat, Corn and Oats, also has spaces for Rye and Barley.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday.....192...." Columns are provided for three Wheat options, three Corn, three Oats, three Rye and two Barley; have spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, printed on bond paper, 9½x11½", are well bound in book form, with flexible pressboard covers—a year's supply. Order Form 97-5. Price \$1.00.

**GRAIN DEALERS JOURNAL**  
305 South LaSalle St. Chicago, Ill.

**BARTLETT FRAZIER CO.** GRAIN MERCHANTS  
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**Harris, Winthrop & Co.**  
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GRAIN, SEEDS, PROVISIONS  
72 Board of Trade, CHICAGO

Upon readers patronage of its  
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Will you mention it?

## Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

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FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

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Every Car Gets Personal Service  
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WRITE US YOUR OFFERS

**CROWELL ELEVATOR COMPANY**

Receivers and Shippers

**GRAIN**

Consignments Solicited  
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**Des Moines Elevator & Grain Co.**  
Terminal Elevator Capacity 700,000 Bu.

We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA

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"The top 'o the market to you"

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Murphy Building  
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Consign or Ask Us for Bid

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Terminal elevator capacity  
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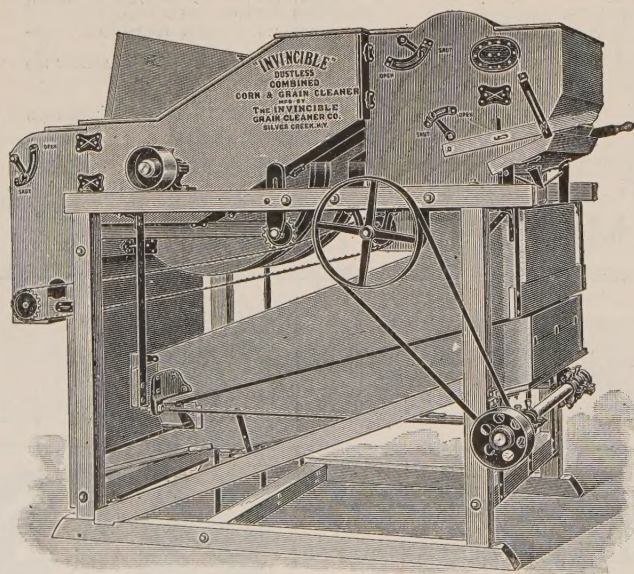
**KNIGHT & COMPANY**

Grain Brokers and  
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CONSIGNMENTS SOLICITED  
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**M. B. JONES & CO.**

Buyers—Quote Us

Produce Exchange, New York, N. Y.



**INVINCIBLE (Combined) CORN  
AND GRAIN SEPARATOR**

A machine designed for the two duties indicated by its name—Economizing Space and Investment without sacrificing any of the thoroughness of our individual machines for the separate operations.

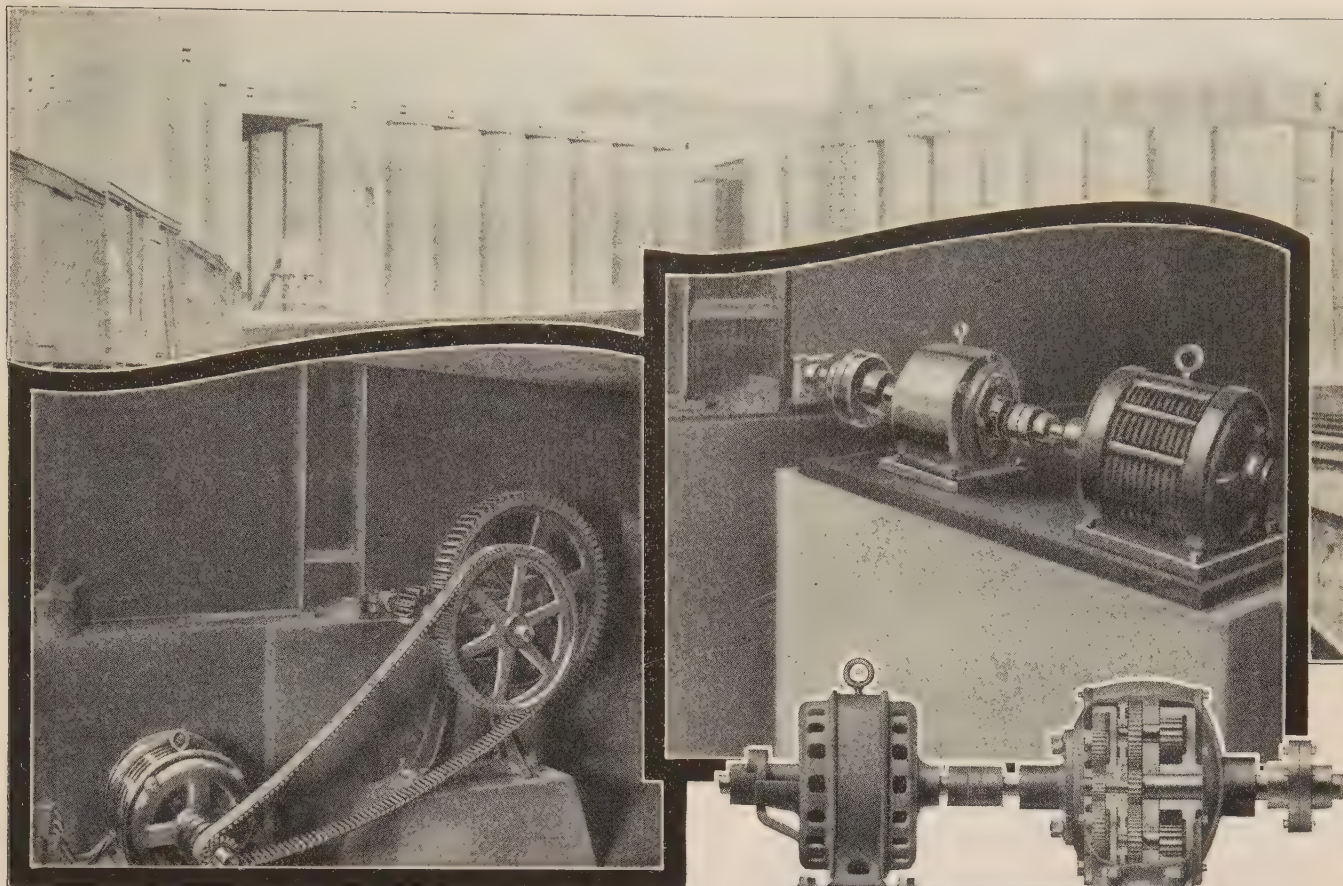
All the well known INVINCIBLE Separator features are incorporated in this model. Surely a safe guide and a guarantee of its worth.

**INVINCIBLE GRAIN CLEANER CO.**

Silver Creek

New York





Showing elevator leg driven by low speed motor, silent chain and sprockets in connection with pinion and spur gears.

Showing how simply the complicated, expensive installation shown in opposite picture is replaced by high speed motor and Foote Speed Reducer.

## Why Elevators Prefer Foote Speed Reducers

Methods of reducing motor speed, such as chains, open gearing, ropes and belts, are not only costly to install but are costly to maintain. The strain on chains causes them to stretch. The wear on open gearing, belts and ropes, due to dirt and dust conditions, causes them to depreciate rapidly and they soon lose their efficiency.

There are many decided advantages in the use of Foote Speed Reducers. A considerable saving can be made because high speed motors can be utilized, whereas, as a general rule, low speed motors are necessary with other types of equipment. Because a Foote Speed Reducer is direct connected to the elevator leg, conveyor, or other machine to be operated, the installation is simple and the cost is low. Foote Speed Reducers are entirely enclosed—the mechanism runs in a bath of oil; therefore, no dust, dirt or grit can cause them to wear out prematurely, and adequate protection is afforded workers.

Made in ratios of 5 to 1 up to 500 to 1 for motors of any horsepower.



### CONSULT FOOTE ENGINEERS

Let us tell you about some of the many different applications for Foote Speed Reducers. Our Engineering Department is at your service without obligation. WRITE US TODAY.

## FOOTE BROS. GEAR & MACHINE COMPANY

Mfgs. of Rawhide and Bakelite Pinions and Cut Gears of All Kinds. Send for Catalog. Special Machinery made to Order. Submit your Blueprints.

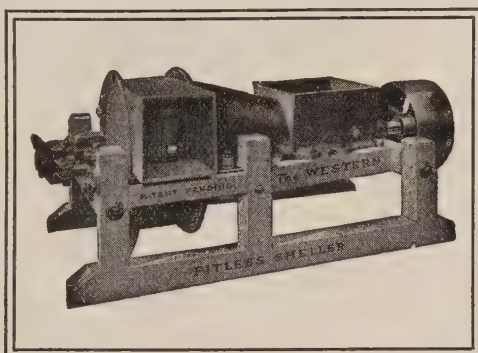
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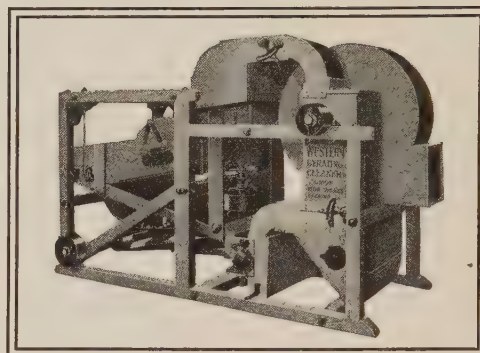


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## **WESTERN LINE GRAIN ELEVATOR MACHINERY Shellers and Cleaners**



PITLESS SHELLER



GYRATING CLEANER

**UNION IRON WORKS - DECATUR, ILL.**

### **Insist on AMERICAN High Speed Chains**

Your good judgment tells you to investigate the merits of American High Speed Chains, which run with practically no sliding contact, reducing friction. Install them where you are using belts, and decrease the hazard of grain dust explosions.

Because they transmit between 98 and 99% of the power applied, American High Speed Chains have proven the *demand* method of power transmission by many elevator operators.

One of our engineers will be glad to talk over your particular transmission problems. Our new Catalog No. 102 is ready for distribution. Just write.

**AMERICAN**  
HIGH SPEED CHAIN CO.  
INDIANAPOLIS, U. S. A.

### **Screw Conveyor**

We manufacture and can make quick shipment on: Screw Conveyors, Counter-shaft Box Ends, Plain Ends, Right Angle Drives, Conveyor Boxes—Wood or Steel, Discharge Gates, Conveyors with special flights or paddles.

Standard parts kept in stock.

Send for our catalog No. 22 covering complete line of grain handling equipment.

**The J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas



# No Trips to the Cupola

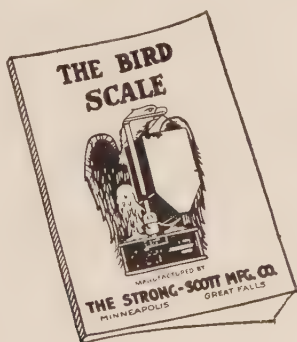
## —all Weighing Done on the Work Floor

You can load a car in half an hour with the Bird Scale—without a single trip to the cupola. This scale is operated **entirely** from the work floor.

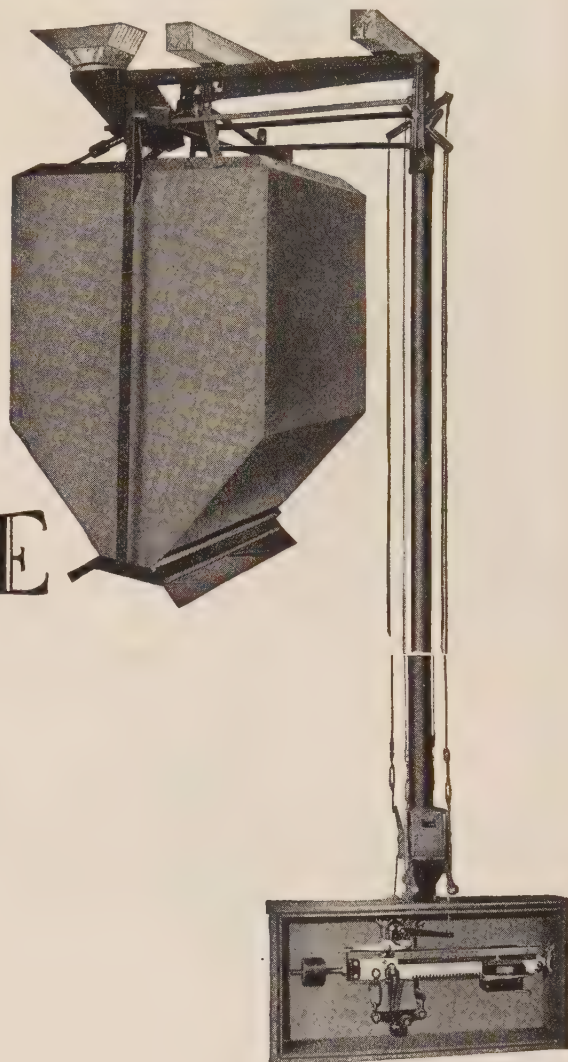
Every draft and every dribble is weighed on a type registering beam. Not a guess in a car. The weights are printed in triplicate—automatically. A tally right on the work floor tells when the car is half or fully loaded.

## BIRD SCALE

**Why pay more?** The Bird handles 50 bushels per draft—3500 bu. of wheat per. hour. It loads cars equally well if not better and sells for about half the price of any automatic scale of the same hourly capacity.



Your copy of our special Bird Scale catalog is waiting. Write us today.



State weights in Kansas and Missouri; Gov't weights in Canada Recommended by the State of Minnesota.

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

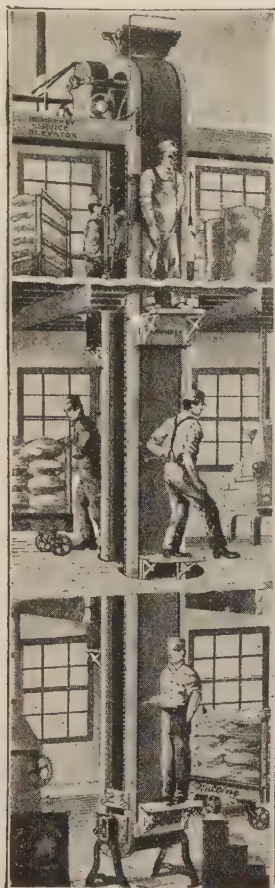
Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg







## Save Man Power

**H**AVE you ever estimated the time and energy used up by workmen running up and down stairs, instead of taking an elevator?

A little observation at the stairway may reveal an unsuspected opportunity for eliminating a big waste of man-power in your mill. The time and energy used in stair climbing a dozen or more times a day per man means that much less productive work.

Without exception, mills using Humphrey Elevators obtain a direct and considerable reduction in operating expenses. Besides, increased efficiency is a natural result of the ease with which men can report from floor to floor.

## Humphrey Elevator

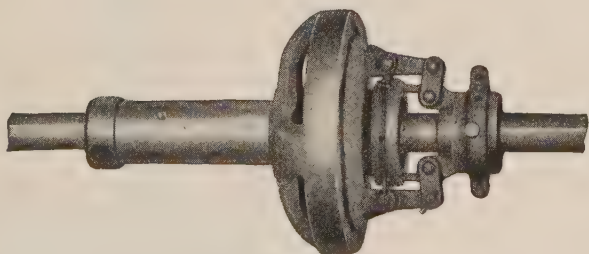
**Note these features:** Electric Silent Chain drive; driving mechanism a self-contained compact unit, enclosed and running in oil bath; **Humphrey Patented Automatic Stop;** instant control; self operating.

With the complete instructions given, any millwright can install the Humphrey.

Let us show you how this dependable passenger and freight carrier can save you money. Write for full information.

**Humphrey Elevator Company, 1129 Division St. W., Faribault, Minn.**

*There is ONLY ONE GENUINE Humphrey Elevator*



The Finest Elevator Clutch on the Market

**==BEYL==**

One adjustment, quickly changed.  
No gears or toggles to bother with.  
Thermoid lined in place of wood.  
Ask your Insurance Company.  
Price covers clutch as shown with  
shifting lever complete.

We guarantee your full satisfaction.

**LINK BELT SUPPLY COMPANY**

Minneapolis, Minn.

*Sole Owners and Makers*

## Corrugated Sheets

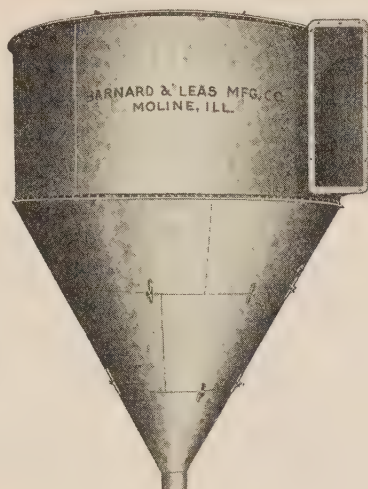
We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago. Send for stock list of bargains in galvanized sheets.

**The Sykes Company**

2270 W. 58th Street

**CHICAGO**





Barnard-Moline Cyclone  
Dust Collector



Barnard-Moline Twin  
Dust Collector

## Barnard-Moline Dust Collecting Systems

Barnard-Moline Dust Collecting Systems, when properly installed, prevent dust explosions in grain elevators. As shown above, we make two different styles of all-metal dust collectors—Cyclone type and Twin.

Barnard-Moline **Cyclone type** is constructed of all steel for either indoor or outdoor locations, in twenty-one standard sizes, with air inlet on right or left-hand side.

Barnard-Moline all-metal **Twin** dust collectors are a great improvement over the cyclonic or vortex type, and are especially recommended for use in connection with all kinds of grain cleaning machinery. The narrow space they require, permits them to be located close to the machine they serve, thereby saving cost and drawbacks of long-wind trunks.

The incoming air is cut into halves, an adjustable valve at inlet being provided to equalize the split streams. One-half swirls to the right, the other to the left, thinning the volume of air so greatly that centrifugal action has an excellent chance to separate the dust. The central outlet on top, for the escape of the air, has a sliding sleeve inside which is to be adjusted in harmony with the velocity of the air.

LET US QUOTE ON YOUR REQUIREMENTS



**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.







## "Started from a spark caused by iron"

THAT'S what Mr. T. W. Parry wrote about a disastrous explosion at the Parry Products Co. that put the mill out of business for a considerable time. Mr. Parry and the superintendent firmly believe that a piece of iron in the high speed mill caused the disaster.

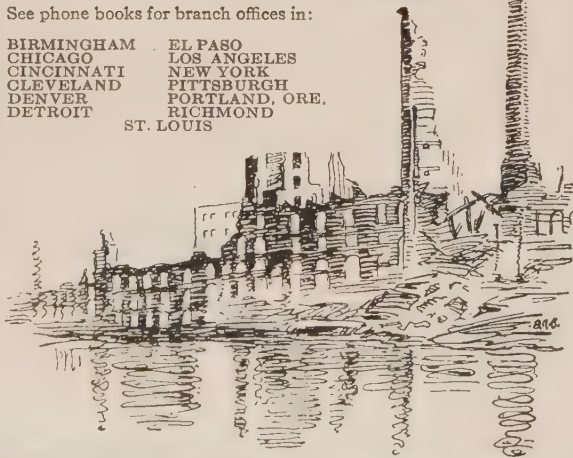
After the reconstruction of the mill, a Dings "High Intensity" Magnetic Separator was installed to prevent iron and steel entering the grinding equipment. Mr. Parry has been surprised at the large amount of iron extracted—a great deal more than when ineffective protection was afforded by the machine installed before the explosion. He says that he considers the Dings Magnetic Separator as important as any piece of equipment in the mill.

Take advantage of Mr. Parry's opinion—of his knowledge gained in the hard school of experience. Ask the Dings Magnetic Separator Co., 642 Smith Street, Milwaukee, to give you the details about the separator that will prevent damage to crushers and bolting cloth, that will prevent fires and explosions and that will save time, money and sometimes, lives.

**Dings**  
High Intensity  
MAGNETIC  
SEPARATION

See phone books for branch offices in:

BIRMINGHAM	EL PASO
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	ST. LOUIS



## Eliminate Weevil

with  
Liquefied Hydrocyanic Acid

Developed for the elimination of Moth and Weevil in mills, elevators and grain in storage.

Endorsed by  
The Mutual Fire Prevention Bureau

**A. R. Young Material Co.**  
1710 Grand Avenue KANSAS CITY, MO.

## Dust Collectors



alone do not prevent explosions in Elevators, but

## DAY

Dust Collecting Systems do when properly installed.

## The Day Company

1006 Lyndale Avenue N.

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Atlanta, Baltimore, Boston, Chicago, Charlotte, N. C., Cleveland



## MORSE CHAIN DRIVES

A Power Saver for Power Users

## MORSE CHAIN CO., Ithaca, N. Y.

High Speed Silent Running Flexible  
Gearing for Power Transmission

Address Nearest Office

Detroit, Kansas City, Minneapolis, Montreal, New York

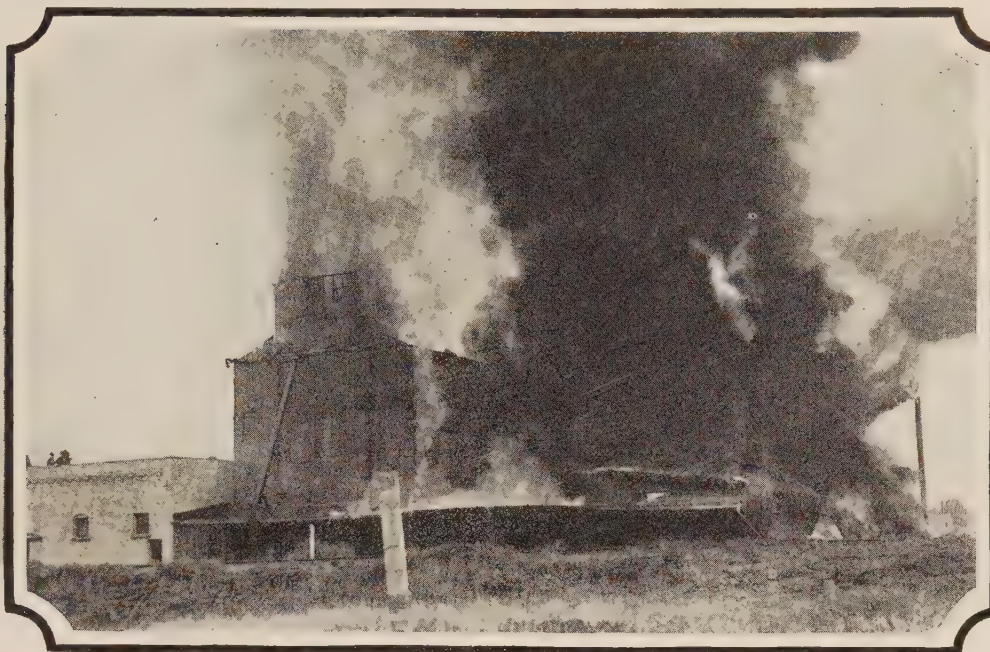
St. Louis, Pittsburgh

San Francisco, Philadelphia



# ARMCO

TRADE MARK



## INGOT IRON

In the February 10th number of Grain Dealers Journal there were published fire losses for one company covering a period of 20 years. The figures published were from the Grain Dealers Nat'l Mutual Fire Insurance Company, which has just completed its 20th year.

It is interesting to note that lightning caused 23.85%, locomotive sparks 11.3% and outside exposure 9.06%. This makes a total of 44.21% of the fire losses of this one company which losses are credited to the three causes of lightning, locomotive sparks and outside exposure. With a total of over 400 fires in the grain trade in a single year it is interesting to know that all of these three causes can be eliminated by the proper siding and roofing of grain elevators with Armco Ingot Iron.

This means a saving of 50c per hundred on the insurance rate. In addition it means a credit to the elevator builder who will specify Armco Ingot Iron on the job for which he has the contract—it means a credit to him not today, but 10 years from today. The builders' reputation is dependent upon the job he builds. That it lasts longest under the most trying conditions means it lasts longest under all conditions of operation.



The American Rolling Mills Co.  
Middletown - - - Ohio



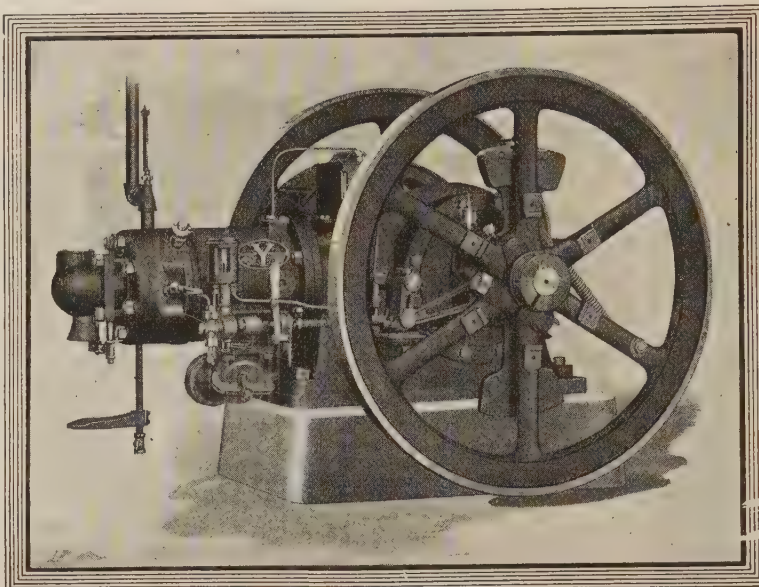


## FAIRBANKS-MORSE "Y" OIL ENGINES

*Use Low Priced Fuel Oils  
for Grain Elevator Power!*

You want a power plant that has proven itself in your field. "Y" oil engines, 10 H. P. to 300 H. P. are furnishing constant, economical power to grain elevators in all parts of the country. It means saving in operating costs—satisfaction in knowing that you have all the power you need at any time.

"Y" oil engines use low priced fuel oils—start easily—run continuously with little attention—a highly skilled engineer is not required.



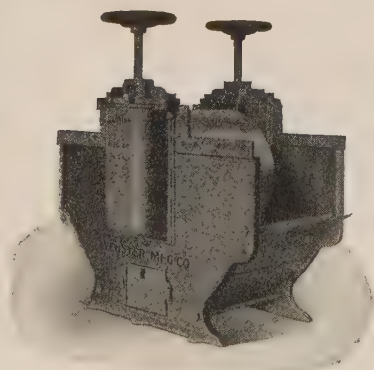
*"Y" Oil Engines from 10 H. P. to 300 H. P.  
economically use low priced fuel oils.*



# Fairbanks, Morse & Co.

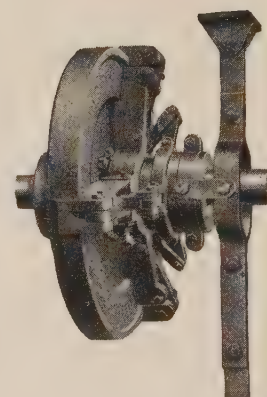
MANUFACTURERS CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery



Now is the time to make repairs or improvements in your grain handling equipment.

We design and manufacture buckets, boots, friction clutches, spouting and all accessories for the grain elevator.



## THE WEBSTER MFG. COMPANY

4500-4560 CORTLAND ST. CHICAGO

Factories-Tiffin, O. Michigan City, Ind. and Chicago-Sales Offices in Principal Cities



# TRANSMISSION MACHINERY

THE Caldwell line is complete. Bearings—heavy, properly designed, and well finished. Pulleys of ample weight and accurately turned. The entire line has achieved outstanding recognition under hard service.

Let us figure on your requirements. Caldwell promptness is traditional. It is at your service. Our stocks assure prompt shipment.

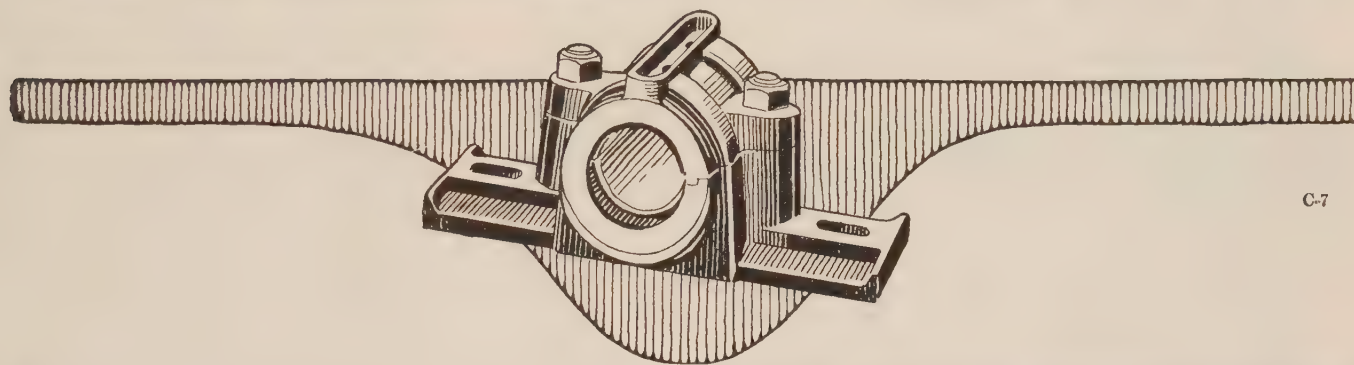
H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER

Chicago, 17th St. and Western Avenue

Dallas, Texas, 709 Main St.

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# CALDWELL



C-7

## Minneapolis Elevator Buckets "V" Type



### Designed for High Speed

This type of bucket increases the capacity of the average old-style elevator 50 to 100%. No replacement of head, legs, boots or belt necessary. The buckets may be spaced on belt only  $\frac{1}{4}$  to  $\frac{1}{2}$  inch apart and the head pulley run 5 revolutions per minute faster. The "V" shape insures perfect discharge at high speed. Buckets durably made to stand hard service.

*We can furnish these buckets in all sizes  
Write today for our new low prices*

## STANDARD STEEL WORKS

16th and Holmes Sts. North Kansas City, Mo.

## The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

### Some Points of Merit:

Automatic Traveling Brushes under screens  
Standard Blast Control, a departure from the ordinary  
Force Feed Hopper  
Suction Fan Dust Collector  
Ring Oiler Bearings on Fan  
Counter Balanced Shoe  
Scalper Screen  
Very light running.

*Let us explain more fully by  
sending our catalog.*

## The Burch Plow Works Co.

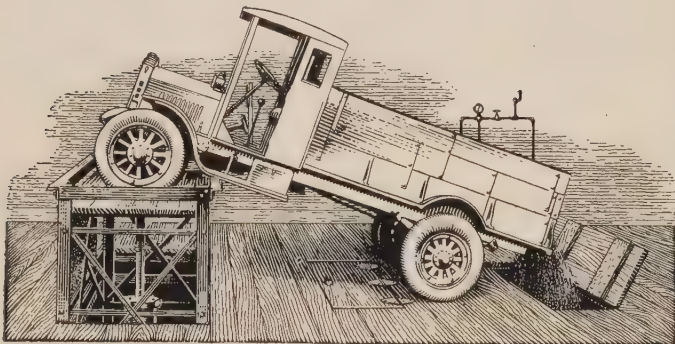
Crestline, Ohio



# Kewanee

## All Steel Truck Lift

### Better than ever



Notice the structural steel safety guard — *an exclusive Kewanee feature*. This guard *automatically* rises and surrounds the wheels *before* the truck is raised. The timid driver knows he is safe; nervous, frisky teams are quietly and easily handled. It's an insurance against mishaps, for there is no blocking or chaining, no catches, latches, or dogs to be set. There's nothing to *forget*. The guard works *automatically* and the lift cannot rise until the guard has risen and surrounded the wheels.

And remember — a Kewanee All Steel Truck Lift reaches you in four major units, *completely assembled*. No inclines to build, nor costly alterations to make in your driveway.

*It actually costs less installed than any other reliable device. And it is all steel. Lasts as long as your elevator.*

With every Kewanee Lift we furnish a high grade *riveted* steel air tank — the finest air tank built. With most other lifts you get a cheaper welded tank. That is only one point of Kewanee superiority.

## Kewanee Implement Company

Kewanee, Illinois

Southwestern Distributors

Fairbanks, Morse & Co., Kansas City, Mo.




### The "ZELENY"

#### Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

**Western Fire Appliance Works**  
542 S. Dearborn St. CHICAGO

*A Few Zeleeny Installations*

- Cargill Grain Co.
- Pillsbury Flour Mills
- Bartlett Frazier Co.
- Updike Grain Co.
- Armour Grain Co.
- Larabee Flour Mills
- New Orleans Public Elevators
- Maney Milling Co.
- Buckeye Cotton Oil Co.
- Red Star Milling Co.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
{ Roller	Moisture Tester
Bearings { Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
Bin Thermometer	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	{ Oil Engine
Car Mover	{ Gas Engine
Car Puller	{ Motors
Car Seals	Power Shovel
Cleaner	Radio Equipment
Clover Huller	Railroad Claim Books
Coal Conveyor	Renewable Fuse
Corn Cracker	Sample Envelopes
Conveying Machinery	Scales
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
Dust Collector	Sheller
Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	{ Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

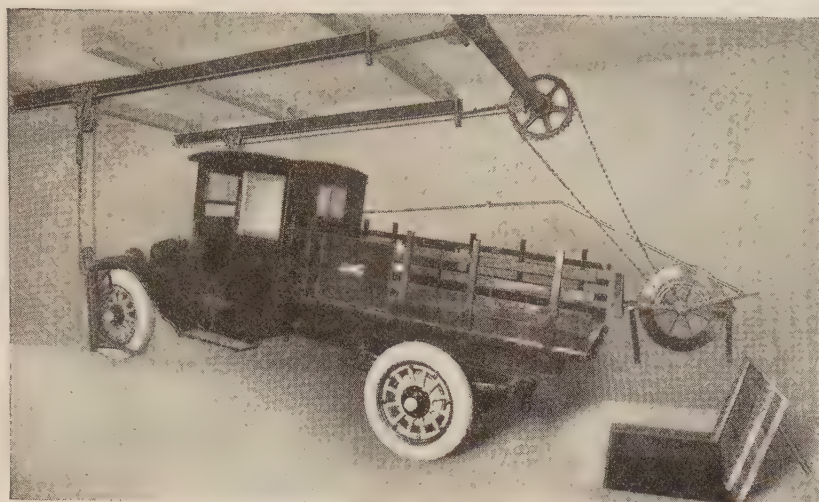
Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Bureau

Grain Dealers Journal, 309 So. La Salle St., Chicago



## McMILLIN WAGON AND TRUCK DUMP



In our years of experience in the designing, building and remodeling of grain elevators we have given the dumping of grain our especial attention. We have in this dump fully considered all points required by the average grain elevator operator and it was our earnest effort to design a dump of reasonable cost, suitable for any location, easily operated, substantial, durable and speedy, and from the viewpoint of elevator operators who are now using our dump we feel we have accomplished our point. In so doing we never lost sight of the objections as well as good features in all other dumps of this character.

With this device the driveway floor can be left completely tight and smooth. All parts of the dump are made doubly strong to handle the heaviest loads. Our specially constructed bevel friction winch is made substantial and compact, completely interchangeable. Can be placed either side up or end for end to suit the location. It is very sensitive, easily controlled. At any time the operator lets loose of the operating handle it automatically throws off the power and sets the emergency brake and stops the dump regardless of the position of the vehicle.

From the cut we believe you can readily see the many points of advantage this dump has over all other dumps.

**For Further Information Address**

**L. J. McMILLIN, 525 Board of Trade Building, INDIANAPOLIS, IND.**

## Stop the Leaks



### THE RICHARDSON

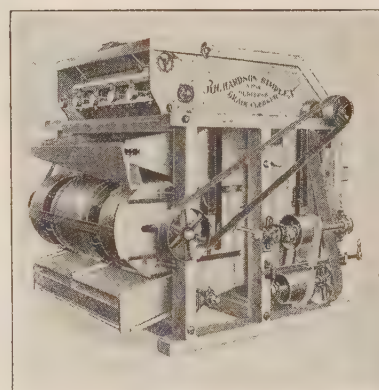
We now guarantee the indented aprons on the improved Richardson against breakage and will replace free of charge any that fail to give satisfactory service.

**Every Grain of Wheat that Gets Away Is Money Lost.**

**You can save it all with a Richardson.**

**Richardson Cleaners and Separators will convert a losing business into a profit maker.**

*Write for descriptive catalog and prices*



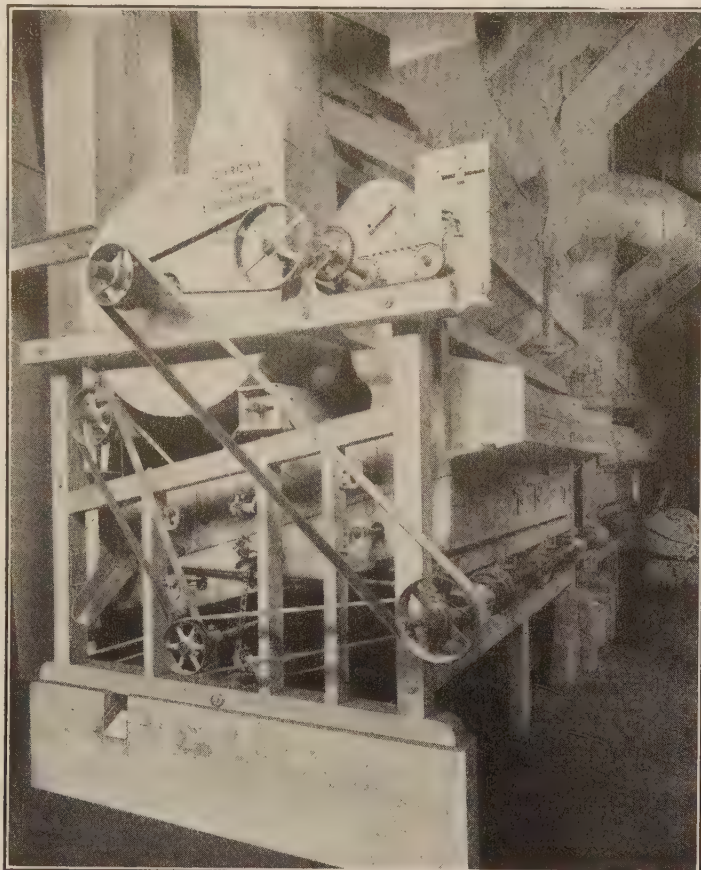
**THE SIMPLEX for TERMINAL and COUNTRY elevator trade embodies every essential feature of any and all other cleaners and separators and has ten splendid additional features not to be found on any competitive machine.**

**May we tell you about it?**

**RICHARDSON GRAIN SEPARATOR CO.**

**MINNEAPOLIS and WINNIPEG**





## The Norfolk Municipal Elevator

Reputed to be the

**Fastest Working House  
in America**

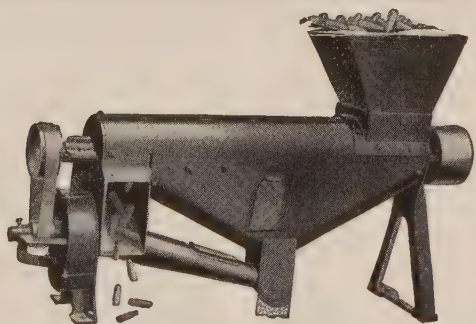
and the last word in elevator construction is equipped with

## Eureka Compound Cleaners

Thousands have inspected these (ball-bearing eccentrics) separators. Export wheat is being raised two grades by the "Eureka's."



**S. HOWES CO., Inc.**  
SILVER CREEK, N. Y.



Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

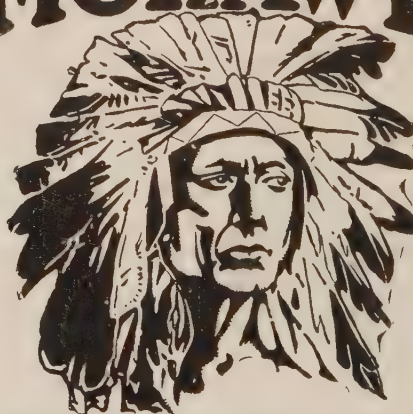
If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

# MOHAWK



## RUBBER BELTING

For many years the **Standard Belting** for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

**The Gutta Percha & Rubber-Mfg. Co.**  
301 W. Randolph St. CHICAGO  
New York, Boston, Philadelphia, San Francisco Seattle



# The Bauer

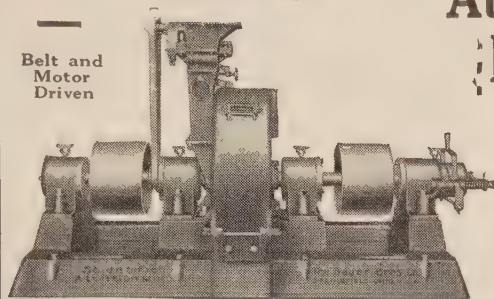
*COSTS LESS PER HOUR*

"The Mill that Fills the Bill"

Heavy Duty

Attrition Mills

Belt and Motor Driven



The Bauer Ball-Bearing Belt-Driven Attrition Mill

Accessible Interior Self Trimming Safety Quick Release

## Put Your Grinding Problems Up to Bauer

Bauer Attrition Mills are made by Attrition Mill Specialists who have made a lifetime study and world-recognized success in building Attrition Mills that increase the output, decrease milling costs and put the Grinding Business in the profit-making class. The Bauer Engineering Department is at your service without cost to you. Let Bauer solve your Grinding Problems.

Send for Catalog

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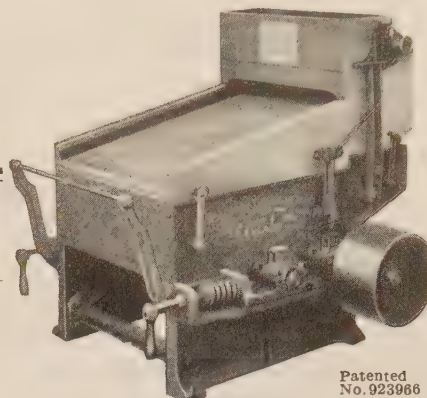
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SPRINGFIELD, OHIO

Makers of Bauer Attrition Mills, Corn Crackers, Cake Breakers, Centrifugal Reels, etc.

## Cracked Corn

8000 pounds per hour  
less than 2% meal  
only 5 horse power



Patented No. 923966

It is being done every day on a

*#18 Gibson Corn Cracker*

You can prove it by trial—write for particulars.

**Gibson Oat Crusher Co.**

Manufacturers

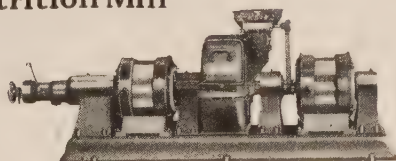
1530 McCormick Bldg.

CHICAGO

## It All Boils Down To One Concise Fact

—Can You Afford to Overlook It?

**MONARCH**  
Ball Bearing  
Attrition Mill



"Judge it by its Records"

THE country's most successful grain elevator operators have voluntarily acclaimed the Monarch ball bearing Attrition Mill a perfect grinder. Wouldn't you like to have them tell you, in their own words, why this machine fills the bill so well?

Just ask us for information.

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Builders of Monarch Mills

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### You Know

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### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
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—First in Enterprise!  
—First in Advertising!  
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—First in News!

The Grain Dealers Journal



# GRAIN ELEVATOR BUILDERS

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**Grain Elevators**  
**Feed Plants**  
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**YOUNGLOVE CONSTRUCTION CO.**  
 Sioux City, Iowa  
*30 Years of Practical Experience*

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Feed Plant Designing  
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 CONTRACTORS GRAIN ELEVATORS  
 Mills and Warehouses  
 Especially Designed for Economy  
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 Contractors, Designers and Builders of  
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 JOBBERS IN MILL AND ELEVATOR SUPPLIES

For elevator and mill supplies we  
 issue a net price catalog. If in  
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**WHITE ★ STAR ★ CO.**  
 WICHITA, KANSAS

**EFFICIENT ERECTING CO.**  
 We make plans and build up-to-date  
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*Grain Storage Tanks*  
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**W. C. Bailey & Son**  
 Contractors and Builders of  
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We can furnish and install  
 equipment in old or new ele-  
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 capacity with less power  
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**Siding and Roofing**  
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Builders of Good Elevators  
 FOR OVER THIRTY YEARS  
 Corn Exchange Minneapolis

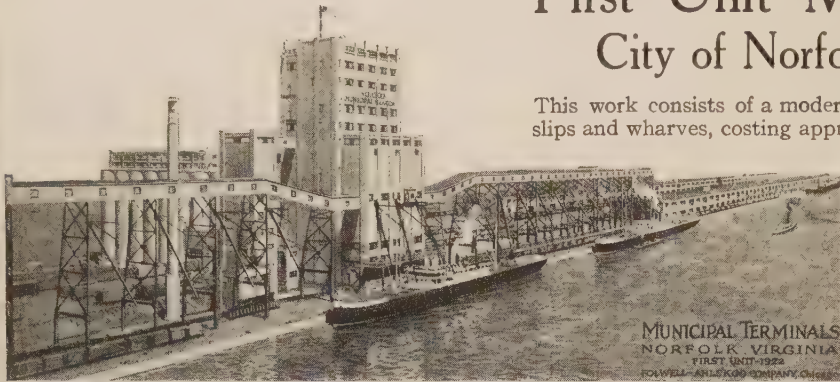
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**ENGINEER and CONTRACTOR of**  
**GRAIN ELEVATORS**  
 Any Size or Capacity  
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309 So. La Salle St. Chicago, Ill.



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This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

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Engineers and Constructors

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## The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

### Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you.*

*Why not now?*

**James Stewart & Co., Inc.**

Designers and Builders

GRAIN ELEVATORS

In All Parts of the World

Grain Elevator Dept., W. E. Sinks, Manager  
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## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

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**THE BARNETT-McQUEEN  
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.

# Monarch Built Elevators

assure you economical design, first class work,  
efficient operation and **SATISFACTION**

*Let us submit Designs and Prices*

**Monarch Engineering Company**

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Buenos Aires Elevator Co.'s Terminal  
Buenos Aires, Argentina

## John S. Metcalf Co.

Grain Elevator Engineers

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CHICAGO, ILL., U. S. A.

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54 St. Francois Xavier Street  
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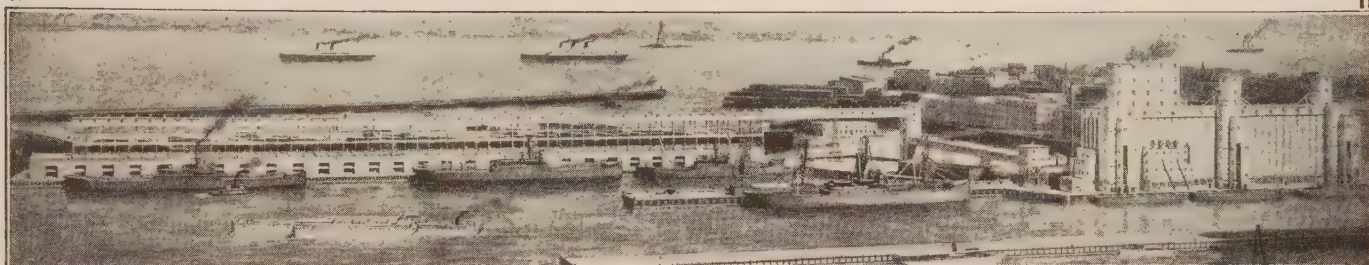
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### THE RYAN CONSTRUCTION CO.

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We build Modern Fireproof Grain Elevators  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
*Let Us Know Your Requirements*

### JAS. H. BROWN CO.

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Designers and Constructors  
Grain Elevators Flour Mills  
All Materials  
We Also Do Repair Work

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GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

### EIKENBERRY CONSTRUCTION CO., Bloomington, Ill.

We make a specialty of Designing and Building GRAIN ELEVATORS

## SEND US YOUR INQUIRY

We have the most complete  
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for the construction of

## GRAIN and COAL ELEVATORS

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For Grain Elevator and Silo  
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We have associated with this organization men with  
practical operating experience as well as men with  
technical training and construction experience.

This insures economic and efficient design, resulting  
in low operating cost.

We will be pleased to furnish preliminary plans  
and estimates or to help out with operating difficulties.

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Chicago, Ill.



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Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

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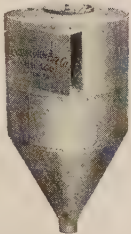
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Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.  
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## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

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*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## THE BUSY SEASON



of elevator building and repairing is here. Repairs are big items in maintenance of machinery. Shrewd purchasers estimate and calculate them closely.

**ECONOMY OF SPACE and ECONOMY IN USE**  
are important features.

### THE HALL SIGNALING DISTRIBUTOR

is a simple, efficient, durable device which accomplishes ends none others reach, as a thousand users will testify.

## HALL SPECIAL

(Elevator Leg)

ONE HUNDRED PERCENT greater efficiency.  
FIFTY PER CENT longer life.  
A record the HALL SPECIAL is making every day where in use. COSTS less to install, or to operate or to maintain; and does DOUBLE the work of any other leg, of equal size.

**Hall Distributor Company, 222 Sunderland Building, Omaha, Nebr.**

**10,000 SHIPPERS**  
Are now using

### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

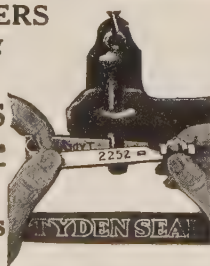
Prevent

**CLAIM LOSSES**

Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



**CONE-SHAPE GRINDERS**

**IT PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**

A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.  
Jackson, Mich.**





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**40,000 BU. GRAIN ELEVATOR** at \$13,500. H. Fricke, Jr., Madison, Nebr.

**OHIO**—Elevator, store and warehouse for lease or for sale. Address owner, Ida King, Canal Winchester, Ohio.

**ILLINOIS**—Elevator for sale. Good farming country. Price right. Address 50G34, Grain Dealers Journal, Chicago, Ill.

**WESTERN WISCONSIN**—Four grain elevators and coal sheds for sale. Worth the money. Address 50H18 Grain Dealers Journal, Chicago.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**E. NEBR.**—Elevator, electrical power, A1 shape, cap. 20,000 bu. Station handles from 4 to 700,000 bu. annually. Write for particulars. 50D16 Grain Dealers Journal, Chicago, Ill.

**EASTERN KANSAS**—20,000 bu. elevator and side lines; making money, good territory. \$12,000. Address 50F13, Grain Dealers Journal, Chicago, Ill.

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**CENTRAL KANSAS**—Elevator and small feed house. 15,000 bu. capacity, new iron covered with modern machinery. Good wheat territory. Located on the C. R. I. & P. R. R. Address 50F24, Grain Dealers Journal, Chicago, Ill.

**IOWA**—30,000 bu. elevator for sale, located in Northern Iowa, in a good grain belt, situated on two Rock Island roads. House is iron-clad, complete with electric motor and manlift. For particulars address 50H24 Grain Dealers Journal, Chicago, Ill.

**OHIO**—Elevator located at Kings Creek on Erie Railroad, 5 miles east of Urbana, Ohio, with 20 h.p. International oil engine, 3 stands of elevators, corn sheller, wheat cleaner, car loader. Elevator stands on own ground. Address 50G13 Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**INDIANA**—Elevator practically new near Indianapolis, doing good business in grain, coal, flour and feed. No competition and excellent territory. Price \$11,000. Five thousand dollars cash, balance easy terms. Address Reep & White, owners, 601 Board of Trade, Indianapolis Ind.

**ELEVATOR FOR SALE ON SANTA FE.** 20,000 bu. new building, 4 overhead bins, 4 side bins, 1 unloading chute, all on own ground, large basement and wareroom, located in the best wheat country, large territory, plenty of own ground to put up coal bins. Open bids accepted until sold, right reserved to reject any or all bids; mgr. wishes to keep job if possible. Farmers Union Co-op. Ass'n, Galatia, Kans.

## ELEVATORS FOR SALE

**ILLINOIS**—Elevator on Mo.-Pacific R. R. for sale. Cap., wheat 20,000 bus., corn 10,000 bus. A bargain. Thos. Rixleben, Jonesboro, Ill.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA** elevator for sale. 25,000 bus. capacity, 28 h.p. engine, on Pennsylvania lines. Must sell in order to settle estate. Address 50H21 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—15,000 bu. cribbed iron clad elevator on private ground in central Indiana. Good coal, flour and feed business as side lines. Address 50E12, Grain Dealers Journal, Chicago, Ill.

**COLORADO SPRINGS, COLO.**—Elevator and grain business. To settle estate will sell cheap or trade for good income property. Address 50H32 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**FOR SALE** to settle estate, elevator, lumber, coal and hardware. Also dwelling house property and stock. No competition; large territory and good place for a feed mill. Inquire F. W. Hainke, P. O. Box 83, Eleroy, Ill.

**NEW UP TO DATE** transfer and cleaning elevator in Western market, will be sacrificed on account of owner's illness. A real opportunity for a grain merchant of experience and enterprise. Address 50H33 Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—28,000 bu. grain elevator located at Moon Station, four miles South and West of Streator, Illinois. On main line of A. T. and S. F. Ry. Good farming country. Two dwellings and about four acres of land. Price \$14,000.00. B. W. Cossel, Streator, Ill. R. F. D. No. 1.

**OHIO**—Two grain elevators located Mt. Sterling, Ohio, and Cooks St., Ohio, in best corn, wheat and oats section in central Ohio. Will do three hundred thousand bushel or better per year. Write Box 66, Williamsport, Ohio, or Fred C. Betts & Co., Mt. Sterling, Ohio.

**HERE IS** what one advertiser in our "Elevators For Sale" columns writes us shortly after the third insertion of his ad: "I wish to tell you that my ad in your Journal is the first time I ever tried to find a buyer for anything I had for sale in my life. The old saying 'It pays to advertise' is certainly true. I have several good parties lined up from the many inquiries through my ad in your paper."

## PUBLIC SALE.

The following elevators in Kansas will be sold at Public sale on the following dates:

		Construction	Capacity
Princeton	April 30, 12:00 noon	Ironclad	12,000
Homewood	April 30, 2:00 P.M.	Ironclad	12,000
Quenemo	May 1, 2:00 P.M.	Stone	10,000
Lebo	May 2, 1:00 P.M.	Ironclad	20,000
Halls Summit	May 3, 2:00 P.M.	Concrete	*10,000
Climax	May 5, 2:00 P.M.	Frame	10,000
Mound City	May 7, 2:00 P.M.	Concrete	14,000
Westphalia	May 9, 2:00 P.M.	Frame	2,500
Thayer	May 19, 2:00 P.M.	Concrete	*10,000

\*Uncomplete.

Terms: Cash and subject to confirmation U. S. District Court.

J. MILTON FREELAND,

Special Master

For information address: J. N. Dolley, Receiver, 319 N. Y. Life Bldg., Kansas City, Mo.

## ELEVATORS FOR SALE

**OHIO** elevator for sale. In first class condition; in Paulding Co., Ohio; best corn section; with residence, in up to date town. Selling on account of sickness. Address 50H16 Grain Dealers Journal, Chicago, Ill.

**KANSAS**—10,000 bushel iron clad elevator, located in eastern Kansas for sale. Large rich territory to draw from and no competition. Reason for selling, poor health. Price \$5,000.00. No trades. Address 50G19 Grain Dealers Journal, Chicago, Ill.

**EASTERN IOWA**—Modern complete elevator with attrition feed mill, coal sheds and corn cribs, truck and wagon dump; doing fine profitable business in grain, coal and feed grinding. One of the best in Eastern Iowa. Address 50H35, Grain Dealers Journal, Chicago, Ill.

**S. W. OHIO**—Elevator and warehouse located in center of rich grain section in S. W. Ohio, on P. C. & St. L. R. R., handling grain, field seeds, wool and coal. Capacity, 10,000 bus. Books open to inspection, will show property a money maker. Reason for selling, owner wishes to retire from active business. Address 50H37 Grain Dealers Journal, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Someone's always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATOR FOR SALE. OR LEASE.

WE HAVE open several good elevator propositions in Oklahoma for sale and also for lease; houses well located with splendid prospects for crop; can be handled with very little money. Good opportunity for men with small capital. Address 50H10 Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

ALWAYS HAVE GRAIN ELEVATORS for sale and a few for exchange for land of equal value.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,  
432 Postal Tel. Bldg., Chicago, Ill.

CLAYBAUGH-McCOMAS  
Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade

If you want to buy, sell or trade an elevator write us at either address.

## ELEVATORS AND LUMBER YARDS

Bought and Sold

Negotiations Confidential

C. A. Burks

250 N. Water St., Decatur, Ill.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.



## ELEVATORS WANTED.

**TO EXCHANGE**—Small farm in Indiana for good elevator in east central Illinois or west central Indiana. Address 50H2 Grain Dealers Journal, Chicago, Ill.

**FOR EXCHANGE**—A 135 acre farm in Southern Michigan. Will trade for an elevator in Northern Indiana or Southern Michigan. Address 50G4 Grain Dealers Journal, Chicago, Ill.

**WANTED TO BUY**—One or two good elevators in the western or northwestern part of Iowa. Must show a good volume of business. Address Dolphin-Jones Grain Co., Omaha, Nebr.

**WANTED**—Elevator in North Central Iowa. Will trade my equity in well improved 80 acre farm located 2 miles from town Northern Iowa. Address 50D22 Grain Dealers Journal, Chicago.

**YOU MAY BE MISSING SOMETHING**  
**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**WE HAVE** a section of land, part under cultivation, located 3 miles from Rolla, Kansas, a good grain point on the Santa Fe in Morton Co., to exchange for a good elevator. Address 50F29, Grain Dealers Journal, Chicago.

## ELEVATOR WANTED.

Elevator in good grain territory. Will pay cash for desirable house. Give essential facts regarding town and plant, what competition, side lines, amount grain handled annually and lowest cash price. Ed. Harris, Mt. Ayr, Ind.

## BUSINESS OPPORTUNITIES.

## ELEVATOR SITE IN KANSAS.

Have 7 lots, private switch, coal house, all on Mo. Pacific R. R. Excellent spot for an elevator (was one there but burned). Good surrounding territory, also a feed mill on main street and 3 lots. Both go together fine. Wish to sell both. In Montgomery Co., Kansas. Inquire of W. A. Willison, Elk City, Kans.

**ONE-THIRD INTEREST** in company operating two elevators in best section of Montana, for sale to party who can assume management of one of the plants. Profitable side line, and wholesale merchandising business in connection. Desirable living conditions for family man. Address 50F26 Grain Dealers Journal, Chicago, Ill.

## FOR SALE.

Three warehouses 80 feet wide by 200 feet long with a floor space of 48,000 sq. ft. parallel with one another, about 30 feet apart, located in Erie, Pa., at the interchange of the N. Y. C., P. R. R. and P. R. R. to the Great Lakes, giving a milling and mixing in transit arrangement Lake and Rail and all Rail N. Y. C. Heating system consists of 1 125-horsepower boiler.

ERIE MILLING AND SUPPLY COMPANY  
Erie, Pa.

## HELP WANTED.

**WANTED**—Experienced bean elevator man to work in our Port Huron plant. Must be good worker. Port Huron Storage & Bean Co., Port Huron, Mich.

**WANTED**—Elevator construction foreman and elevator carpenters. State experience and wages in first letter. Must be sober and furnish good references. Room 3, Grain Exchange, Omaha, Nebr.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

## MILL FOR SALE.

## MICHIGAN MILL FOR SALE.

Modern 40 barrel flour and feed mill to close estate. Established business. Particulars upon request. Newaygo Roller Mills, Newaygo, Mich.

**FLOUR MILL**—250 bbl. capacity roller mill. A-1 condition. Good live farming community and town. Write the First National Bank, Lidgerwood, N. Dak.

**OATMEAL AND FEED MIXING PLANT AT A BARGAIN**—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**AN A-1 GRAIN MAN**, 10 years' experience, wants position with farmers elevator or joint account. Write R. E. Terry, Kipp, Kans.

**MAN WITH TWENTY-TWO years'** steady employment in the grain business wants position as solicitor or manager of branch office. One year road experience. Address 50H13, Grain Dealers Journal, Chicago, Ill.

**MANAGER** elevator, coal, flour and feed or as solicitor. Thirteen years' experience. Iowa preferred. Available now. Address 50E6, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as bookkeeper with grain firm by middle aged man; 15 years with one firm. Can furnish good references. J. A. Brande, 4725 Aldrich Ave., S., Minneapolis, Minn.

**UNIVERSITY GRADUATE** desires to enter grain business. Would like position in good elevator office where there is an opportunity for advancement. Address 50H22 Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED MAN** wants position with Farmers' or Independent elevator. Can handle lumber and all side lines. Have shown results. Good bookkeeper. Best of references. Address 50F6, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by experienced grain man as manager of Farmers Elevator or Line Elevator, or will take position as asst. to manager for good Farmers company. Experienced in handling side lines. Address 50F31 Grain Dealers Journal, Chicago, Ill.

**MAN WITH 10 YEARS' EXPERIENCE** wants position as manager of small elevator or mixed feed plant in hustling Southern town where there is a chance to work my way into the business. Now employed as traffic manager. 31 years old. Married. Best of references. Address 50G2 Grain Dealers Journal, Chicago, Ill.

**MAN WITH 12 YEARS' EXPERIENCE** as mgr. grain elevator and side lines wants position as mgr. or assistant with financially sound elevator Co. Iowa preferred. Now employed; good reason for change. First class bookkeeper; age 34; married. Best of recommendation and references. 50G5 Grain Dealers Journal, Chicago.

**WANTED** position as manager of grain elevator, any kind that pays good money, anywhere south or west; California preferred; any time after May 15th—possibly before. Ten years' experience handling grain and side lines. Must be town with good high school. Best of references. Five years present position. Address 50F5, Grain Dealers Journal, Chicago, Ill.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

## FUNNY EXPERIENCES.

## FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

## BAGS—BAGGING—BURLAP.

**1200 SECOND HAND COTTON GRAIN BAGS** for sale, 16 oz. 25c each, f. o. b. St. Louis. Large or small lots. Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

**WE HAVE** been swamped with the results of our small ad in your columns and will have no difficulty in selecting reliable men.—L. S.

## KEEP POSTED

## GRAIN DEALERS JOURNAL.

309 So. La Salle St., Chicago, Ill.

*Gentlemen:*—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

bus.

State.....



## MACHINES FOR SALE.

**BROWN** Portable 8 ft. Standard Piling machine. \$270. Diamond Mills, Evansville, Ind.

**FOR SALE**—Barnard & Leas 9 by 18 three pair high roller mill. No. 1 Wilford three roll mill. Wm. Ringle & Company, Cambridge, Ill.

**FOR SALE**—Four Invincible needle screen gravity barley separators, No. 3½ needles. In good condition. The Riebs Company, Milwaukee, Wis.

**ELEVATOR EQUIPMENT** for sale. Grain handling machinery; good belts; 30 h.p. gas engine, etc. Farmers Co-operative Company, Royal Center, Ind.

**FOR SALE**—One 26" belt driven, ball bearing, Monarch Attrition Mill. In A1 condition. One extra set of new plates goes with the mill. Price very attractive if sold at once. Address 50H15 Grain Dealers Journal, Chicago, Ill.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

**FIBER CLAD WIRE ROPE** for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

**PULLEYS**—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. We have at all times a large list of used mch. Write or wire us for description and prices. Standard Mill Supply Co., Kansas City, Mo.

## REAL BARGAINS.

**Prompt Attention.** Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,  
S. Clinton St. Chicago, Ill.

## BELTING FOR SALE.

**FOR SALE**—90 ft. of 8" 6 ply solid woven white cotton belting. This belting is new and still in the original shipping package. Will guarantee it to be satisfactory. Make us an offer. The Morral Lbr. & Elvtr. Co., Morral, O.



**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock,  
Ontario

## MACHINES WANTED.

**WANTED**—30 to 50 h.p. steam engine; 30,000 to 50,000 bu. hopper scales. T. E. Hamman, Arcola, Ill.

**WANTED**—Second hand attrition mill. Belt driven 30 or 32-inch. Quote best cash price. Duvall Grain Company, Bennett, Iowa.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## SCALES FOR SALE.

**PRACTICALLY NEW** Howe Automatic Scale at reasonable price. Reason for selling, bought scale larger capacity. M. H. Spurgeon & Son, Truesdale, Iowa.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

One 1 bu. Sonander Auto. Scale.  
One 3 bu. Richardson Auto. Scale.  
One 4 bu. Richardson Auto. Scale.  
One 5 bu. Richardson Auto. Scale.  
One 6 bu. Richardson Auto. Scale.  
One Union Bag Sewing Machine.  
One 20" Grinder with direct connected motor.  
**UNITED MILL SUPPLY CO.,**  
208 So. 4th St., St. Louis, Mo.

## SCALES WANTED.

**8 TO 12 BU.** Richardson Scale wanted. If you have one not in use why not sell it?  
**UNITED MILL SUPPLY CO.,**  
208 S. 4th St., St. Louis, Mo.

## PARTNER WANTED.

**ACTIVE PARTNER OR PROMOTER** wanted to take interest in a \$25,000 mill and grain business in Neosho Falls, Kans. Fine grain district; new flour and feed mill costing \$10,000.00. Free electric power. Need money to operate. No crooks or fakers need apply. Address 50H12 Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

**FOR SALE**—40-50 pound Howe Scale weights in good condition. Chas. Love, Macon, Ill.

## DUPLICATING SCALE TICKETS.

Books containing 300 original tickets and 300 duplicates, 75c per book. Six books your own firm name, etc., on each ticket, \$7; 12 books \$10; 24 books \$16. Write for samples. Specialists in duplicating and triplicating forms. Tribune Printing & Binding Co., Hicksville, Ohio.

## FOR SALE—MISPRINT ENVELOPES.

1 lot 4 oz. heavy rope paper \$1.60 per M.  
1 lot 2 oz. heavy rope paper \$1.20 per M.  
1 lot 1 oz. heavy rope paper \$1.00 per M.  
1 lot 1 oz. white paper \$2.00 package of 4,000.  
1 lot ½ oz. white paper \$1.50 package of 4,000.  
**DIAMOND MILLS,**  
Evansville, Indiana.

## HOW TO FORECAST THE PRICE OF WHEAT

New booklet by Prof. Weston showing how to forecast the price of wheat by means of cycles in the records. Gives over 600 years of wheat record; charts; explanatory write-up of the famous cycle system; charted forecasts for future years; very clear. Price \$5. Circular on request. Address L. H. Weston, Brightwood Station, Washington, D. C.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## STEAM ENGINES, BOILERS.

### FOR SALE—BARGAIN.

Two steam engines and two boilers in good condition. Installing electric power, reason for selling. Jones Bros., West Lebanon, Ind.

## ENGINES FOR SALE.

**FOR SALE**—Two new 16 h.p. Stover Kerosene engines. Less than wholesale price. Lock Box 748, Eldorado, Kans.

**FOR SALE**—35 h.p. International Oil Engine, air starter. Good condition. Farmers Grain & Feed Company, St. Paris, Ohio.

**FOR SALE**—1 25 h. p. I. H. C. oil engine, good repair. Priced reasonably. Installing electric power. A. E. Young, Ravenna, Mich.

**15 H.P. BESSEMER OIL ENGINE** for sale. Used about 6 months, good as new. Bought for private light plant but was supplanted by public current. W. C. Calhoun, Franklin, Ill.

**ONE HEAVY SERVICE** 16 h.p. Fuller & Johnson engine, not run since factory built, in A-1 condition, equipped with kerosene. Price for immediate sale \$350.00 on car here. H. B. Gross, Warrens, Wis.

**FOR SALE**—50 h.p. Bessemer Crude Oil engine, complete with water pump, air compressor and starting equipment, friction clutch pulley and extra cylinder and piston in first class condition. Low price for quick sale. Must move. 50G17 Grain Dealers Journal, Chicago.

**TRADE WANTED OR SALE**—Have you something to sell or trade? Let the readers of the Journal know what you have to offer. Now they are unaware of the advantage of dealing with you. The best way to dispose of anything is by advertising.

## INVESTMENT.

**FOR SALE**—One-third interest in established grain business; located in Central Illinois. Consists of cash brokerage office and two country elevators at nearby towns, all doing large volume of business on profitable basis. Prefer partner who would be willing to assume management of one of our elevators in town of 500. Requires about \$10,000 investment. If you mean business and are looking for an exceptional opportunity address 50G18 Grain Dealers Journal, Chicago, Ill.

## Helpful Books

FOR

## Carlot Grain Handlers

**Davis Interest Tables:** Show interest on any amount of money, at any rate of interest for any number of days, without any figuring. The most complete set of tables published for figuring interest. Price \$1.50.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form No. 36. Price \$5.00.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL,**

309 So LaSalle St., Chicago, Ill.



## SEEDS FOR SALE—WANTED

## SEEDS FOR SALE—WANTED

## VELVET BEANS

All varieties Cane Seed, Millet.  
Car lots or less; wholesale.

## BURR CLOVER FARMS

Originators of Early Southern Burr Clover  
Rock Hill, S. C.

**SEEDS WANTED**—You can quickly dispose of any quantity and quality of Seeds through the "Seeds For Sale" section of the Journal.

## SEEDS FOR SALE—WANTED

## ORANGE AND AMBER CANESEED.

Nice plump, bright, new crop stock, home grown. Ask for samples and prices. M. YOUNG & COMPANY, Winterset, Ia.

**WE HAVE** Nebraska grown alfalfa and sweet clover seed, also timothy, alsike, red clover, brome grass, blue grass, rape seed, etc., etc.

CAMPBELL SEED HOUSE, Seward, Nebr.

## The S.W. Flower Co.

## Wholesale

## FIELD SEED

## Merchants

## Specialties

Red Clover, Timothy

Alsike

TOLEDO  
OHIO

## OUREN SEED CO.

## Council Bluffs, Iowa

Buy and Sell Red, White and Alsike  
Clovers, White and Yellow Blossom  
Sweet Clover, Alfalfa, Red Top, Blue  
Grass and all Seed Grains

## The Mangelsdorf Seed Co.

## Sweet Clover, Alfalfa,

Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## WHITNEY-ECKSTEIN SEED CO.

## Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

## J. OLIVER JOHNSON, Inc.

## TURF SPECIALIST

## SEEDS—HUMUS—EQUIPMENT

1805-17 MILWAUKEE AVE.  
CHICAGO

## SEED CORN—NOTHING ELSE

## Hand Picked in the Ear

## ENSILAGE—BUTTED and TIPPED

## COUNCIL BLUFFS SEED COMPANY

COUNCIL BLUFFS, IOWA

## HENRY HIRSCH

## Wholesale Field Seeds

Clover—Alsike—Timothy—Alfalfa

## Our Specialty

All Other Field Seeds

Toledo

Ohio

## The J. M. McCullough's Sons Co.

## BUYERS—SELLERS

## Field and Garden Seeds

Cincinnati - - - Ohio

Field and Grass  
Seed Trade Directory

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

## BALTIMORE, MD.

Bullington & Co., John J., field seeds.  
Wm. G. Scarlett & Co., wholesale seed merchants.

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.  
Tobin Seed Co., alfalfa—bluegrass.

## LOUISVILLE, KY.

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Of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for April 1, 1923. State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared Charles S. Clark who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Grain Dealers Journal, Incorporated, Chicago, Ill.

Editor, R. R. Rossing, Elmhurst, Ill.  
Managing Editor, Charles S. Clark.  
Business manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):

Charles S. Clark, 309 South La Salle St., Chicago.

John Morrell, Elmhurst, Ill.  
3. That the known bondholders, mortgagees, and other security holders own-

ing or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (If there are none, so state):

None issued.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ..... (This information is required from daily publications only.)

CHARLES S. CLARK.

(Signature of business manager.)

Sworn to and subscribed before me this 5th day of April, 1923.

(SEAL)

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(My commission expires Nov. 29, 1924.)



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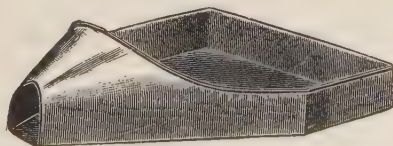
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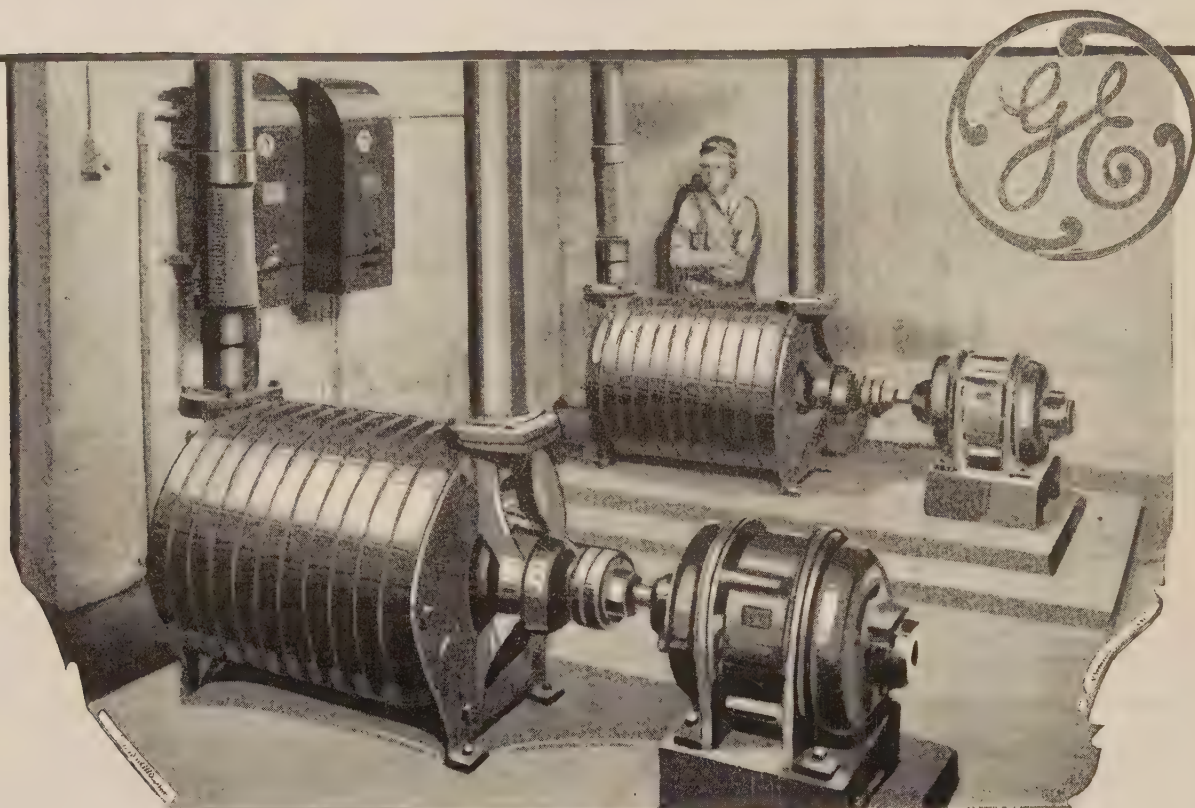
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## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.25; to Canada and Mexico, prepaid, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

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**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 25, 1923

DAYLIGHT saving begins next Sunday morning. Don't forget to start the new week by getting up an hour earlier.

A MISSOURI hay dealer admits ownership of one-third of the available prairie hay, but denies any attempt to corner the market. The Missouri mule has not yet learned how to thrive on gasoline.

FARM labor is being driven off the farms by the free play of economic forces; and if economic force had free play in the mining industry some 200,000 miners would be driven out into common labor, of which we now have a shortage.

IF GOVERNMENT supervision of trading in grain on grain exchanges drives many buyers from these public trading places, it will hurt the farmers' market, depreciate the price, and it may be it will encourage him to give more enthusiastic support to the Agricultural Bloc.

ILLITERACY is reported by the Chamber of Commerce of the United States to be twice as great in the rural districts as in the cities. Is this the reason the farm bloc politicians are so successful in feeding their constituents with buncombe?

IT MAY be that someone directly interested in selling bonds to country elevator operators of South Dakota drafted Senate Bill No. 110 which was enacted into law. Who was prompted by this selfish motive? Of course, he loves and uses the farmers for what he can get out of them.

LATE RAINS are proving that many of the crop killers were entirely too hasty regarding the death of the growing wheat.

SUGAR defied the Department of Justice by advancing steadily after the Attorney-General's attack on the speculators. Evidently the prosecutors know less about fair market prices than the sugar brokers know about Blackstone.

RADIO BROADCASTING of market information by its members has been forbidden by the New York Stock Exchange, evidently with a view to keeping the information from the bucket shops who can not get ticker service.

THE GRAIN trade associations and the grain trade journals are all working for better business conditions, and yet, sad to relate, many members of the trade are so near-sighted that they give neither consideration or support to either agency which is striving to make the grain business easier and safer for them.

CABLE TOLLS were reduced last week by the Western Union Telegraph Company, but no suggestion of a reduction in domestic rates has yet come to hand. Evidently the users of the domestic telegraph and telephone have not protested vigorously enough to make much impression on the companies still charging war rates.

STATE LICENSE fees on feedstuffs are entirely too high and limit the territory of many manufacturers whose narrow margins forbid their registering all their brands in each state. While these regulatory laws were intended for the protection of the consumers they often deprive him of the opportunity to buy good feedstuffs at a low price.

NO GRAIN dealer can expect to obtain a satisfactory grain elevator when, in letting the contract for the new house, he is guided principally by the price. The only way to be sure of getting the storage and handling facilities wanted is to have complete plans and specifications prepared and then pay the architect to see that you get all the contract calls for. When this is done fewer new grain elevators will prove to be disappointments.

FEDERAL FARM LOAN banking is developing a clash between different government agencies, proving that the bureaucrats already are too numerous in that branch of federal activity. The Comptroller of the Currency rightly views with disfavor the circular sent out by the farm loan board suggesting that national banks might organize adjunct loan corporations. The objection is that they would not be subject to supervision under the national banking laws.

EMPLOYEES of a grain buying industry, who get their authority to use blank certificates bearing the name of a local exchange, but are not employed or paid by the exchange are sailing under false colors. To brand such weight tickets as "official weight certificates" is misrepresentation and must mislead the distant shipper who hopes to obtain disinterested weights. Exchanges permitting their names to be used on certificates without inspecting the weighing facilities or supervising the weighing are guaranteeing the weights without attempting to insure their accuracy. Their very laxness invites the abuse of their endorsement.

RUSSIA'S return as an exporter of grain is being aided by the superiority of its cash value over the output of its rouble printing presses.

THE GIGANTIC wheat pool being organized in the Northwest will be skating on thin ice if the wheat market keeps working steadily higher. It may load up at a high price, and be forced to ask members to return part of the advances made, as did the raisin pool.

THE 2,900 wheat growers who have not been paid for the 1922 wheat already sold by the South Idaho Wheat Growers Ass'n, for which a receiver has been asked, are greater in number than all the farmers who have lost money by reason of regular dealers failing to pay since the first grain dealer began buying grain in America.

WHY SHOULD the government authorities always denounce and attempt to interfere with the man who buys in the open market, while the man who sells in the same market, farm products which he does not possess, goes free. When any citizen is denied the right of contract, a much prized privilege which we secured from King John at Runnymede, is lost to us.

FEDERAL farm loans are said to have aggregated more than \$900,000,000 since the establishment of the Federal Farm Land Banks and the Joint Stock Land Banks. The War Finance Corporation has also extended credit to the amount of over one-half billion dollars. Many merchants who are just as hard-up as the farmer, got nothing. If they encounter trouble in their travels, the Government expects them to grin and bear it.

THE U. S. G. G., INC., seems to have a few loyal supporters who are ignorant of its past and blind to all the teachings of experience. The original promoters whose princely salaries resulted in a deficit of nearly \$300,000 have all withdrawn or been dropped. Can it be that a new gang of grafters even hopes to induce the farmers to come across again and settle the old bills. Instead of electing new officers the friends of this fake scheme should have applied for the appointment of receivers to bury it.

THE WAR TAX on telephone and telegraph messages in conjunction with the extortionate tolls now in force, help to discourage business and strangle enterprise. Inasmuch as this heavy tax upon the marketing of agricultural products is an indirect discrimination against the products of the farm, one would expect the federal administration and the agricultural bloc to be in full sympathy with the grain dealer's demand for the abolishment of the war tax on these messages and for the immediate reduction of tolls. Such relief would bring more direct benefit to the producers of the land, than 90% of the wild schemes presented by the farm agitators ostensibly in the interest of the grain growers. It is hopefully presumed that good government is in the interest of better business and surely any reduction effected in the cost of doing business over the wires will help all lines using that medium of communication. Grain dealers owe it to themselves and to their business to bring this needed reduction to the attention of every member of Congress.



A GOVERNMENTAL marketing corporation to buy and sell farm products as provided by the Norris-Sinclair bill will be attempted at the next session of Congress by the Farmers National Council of Wise Fakers. The prime purpose in the move is to secure higher prices for farm products and more places for the agitators. When will the bucolics desert these false leaders.

GRAIN shippers deciding to patronize new markets and new firms owe it to themselves to take the precaution to make sure that the consignee is still in business. One Iowa shipper asking recently for receiver information sent us a list that bore just one live firm with its proper address. Shipments to dead firms in distant markets are likely to result in loss of interest and extra demurrage charges.

### Wasteful Competition Between Rail and Water Routes.

The development of railways and their connections in the United States has been so rapid and complete that there are hardly any two ports on a water route that are not also served by a rail connection between the same two ports.

This introduces the element of competition into rate making, with the managements of the railroad lines determined to let no business get away from them if they can hold it by cutting the rate. Under the theory that the cost of performing the service has no bearing on the charge to be made for the service the carriers quote rates below cost on heavy bulk freight that naturally should be carried by the boats.

Consequently the improvement of the water connection by the expenditure of vast sums of government money never increases the traffic over the water route. The outlay is an economic waste.

The cutting of the railroad rate between two points, forced by putting government money into waterways, is a local benefit to the shippers using the route, at the expense of the taxpayers and the security holders of the railroad companies, and to the extent that rail rates not governed by water competition are raised to recover the competitive loss are a burden on the general public shipping over land lines.

If there is any one waterway in the United States able to compete successfully against the railroads it should be the Chicago to Buffalo route. Lakes Michigan, Huron and Erie are deep and offer ships an unobstructed passage. Yet the railroads take grain traffic away from the boats at will.

Aided by congestion at the lower lake and at Montreal elevators the railroad companies during 1922 carried 148,358,000 bus. of grain eastbound from Chicago while the boats got only 97,062,000 bus. The preceding year the boats got 127,526,000 bus., and the railroads 97,941,000 bus. The railroads are now getting their share of the eastbound grain altho the freight rate shows an advantage in favor of the water route.

Why waste more public money on waterway improvement? The public's interest will never be promoted by waterway improvement unless the railroads are stopped from discriminating against freight going part way by water.

### Federal Grain Elevators.

Some of the active members of the Agricultural bloc in Congress have arrived at the conclusion that the many laws passed by the last Congress will not give the farmer money cheaper than everyone else. So the house leader of this gang of class legislation specialists has declared that his new Government Warehouse Bill will provide the necessary funds and authority to build grain elevators everywhere they are needed to store the products of the farm so it can be forwarded to central markets in an orderly manner and without congesting the transportation facilities.

It does not matter to Congressman Dickinson that existing elevator facilities at inland points have proven ample to handle the grain whenever the farmers were ready to bring it to market.

The whole trouble with these wild-eyed socialists is that they want the government to engage in all commercial pursuits for the purpose of making more places for bureaucrats.

Grain is now stored at many different points for such a small fee that private individuals can not afford to build terminal warehouses except for the storage of their own grain.

The cost of unloading grain into elevators and reloading grain into cars at mid-way points is much more than would be the storage on the same grain at a terminal market. Re-handling grain always increases the waste and the cost of getting it from the producer to the consumer.

If the friends of Federal warehouses are desirous of helping the farmer they should induce him to build his own storage bins on his own farm and keep his grain out of sight and off the market until he is ready to sell. Then, when it is started to the consumer, it can go through without transfer and without waste.

### Denouncing the Mind-Readers.

It has always been considered indiscreet for a private statistician to attempt to forecast the acreage of any grain because the estimate can not help but be merely a wild guess. Some farmers change their minds, and others are forced to change them by conditions of weather and the labor market; so that any guess on the acreage of farm crops is sure to mislead and disappoint.

Last week the Crop Reporting Board of the Dept. of Agri. issued a report which it is pleased to honor with the title "Intended Planting 1923" and it gives not only the percentage which the acreage will be of the 1922 crops but the percentage of the acreage of 1918 to 1922 inclusive and of 1909 to 1913 inclusive.

These expert sooth-sayers are so confident that they know what the farmers are going to do that they credit him with planting an acreage of cotton that will be 112% of the 1922 acreage. In forecasting the acreage to be planted to grain these wiseacres see fit to take the acreage harvested rather than the acreage planted in 1922 and predict the spring wheat average will be 94.5%; corn 102.6; oats 102.6; barley 105.7; flax 189%.

Doubtless the farmers will grow no rye this year so it will be imperative that we import our entire supply in bottles.

The officers of the American Cotton Ass'n

have been aroused by this attempt of the bureaucrats to forecast the future and have called a meeting of all those interested in the welfare of agriculture, to be held in Washington for the purpose of protesting against further prognostications of this character. How the Dept. of Agri. could be induced to permit the circulation of guesses on the acreage, by anybody, is somewhat mystifying.

If we are contented to have a bureaucratic form of government, then the bureaucrats who are known to be superior to other citizens should be required to wear their halos all the time, lest some self-respecting citizen rise and ridicule their efforts to appear superior.

### Minnesota May Build State Elevators.

The conservative citizens of Minnesota no doubt are delighted that its socialistic legislature has finally adjourned, but sad to relate, before adjourning it agreed to a proposed constitutional amendment which will empower the state to build, own and operate large grain elevators at Duluth and Minneapolis. The sane citizens of the state have until election day next year to combat the proposed amendment which will be submitted to the people on a referendum vote.

The adjoining states of North Dakota and Wisconsin have made such ridiculous failures of their various ventures into business and insurance, that it would seem an easy matter for the conservative citizens of Minnesota to defeat the proposed amendment.

Wherever over the entire world any government has attempted to serve in any capacity, it has made an economic failure of the business undertaken. The service has always been very unsatisfactory and the cost many times that of satisfactory service where rendered by an individual or corporation. The establishment of one state business invariably leads to others; and it is found to be most difficult to disconnect tax-eating industries from the public treasury when once they have become attached.

In Italy the powerful Mussolini has repeatedly announced that the government operation of the railroads, the telephone and telegraph and other public utilities, made for wanton waste and inefficiency. He has announced that all are economic failures, and declared that the government should abandon its attempts to run business.

The Minnesota agitators have been so active in chasing law makers about the state house that they even induced them to approve of the issuing of \$40,000,000 bonds so that the state can establish a rural credit fund and lend money to farmers up to 60% of the value of their land and 33 1/3% of the value of improvements.

The many artificial aids to farming which the state and federal governments are being induced to grant to our rural citizens may prove to be more of a handicap than a help. It is sure to induce many to engage in farming who would not otherwise have done so, with the result that the increased production will effect a material reduction in the market values of the crops produced.

However, the agitators and promoters who are preying upon the farmers found it necessary to convince the farmers that they were actually doing something for them, so they have stayed in the state capitols and worked for legislation which in the end will do the farmers no good. Class legislation of any variety is vicious and leads to class discrimination, which eventually will do much more harm to the class which it sought to favor, than it will do good.



### Evils of Federal Regulation.

The prime purpose of government is to secure for the individual undisturbed enjoyment of his life and property while laboring to produce his daily food, and for this purpose government is endowed with what is commonly understood to be the police power.

Having accomplished this legitimate end, the politicians next turn to interfering between buyer and seller, between employer and employee, between producer and consumer, in an attempt to divide the proceeds of their united labors between them. This division when controlled by the government is never made by giving the biggest share to the individual whose labor was most effective in the joint production; it is always made by giving more to the most numerous class (as they have more votes). In other words, government in its last stages of decay busies itself with a program intended to level the inequalities that have always existed during the history of man.

The numerous inspectors, spies, boards and bureaus are created to aid those who are weak mentally and physically, those who lack strength, ambition, enterprise and initiative. In this attempt to aid the lazy, indolent and inefficient, government, by taxation, takes from those who have; but the burdens placed upon the strong become so heavy they cease to produce and the net result is less for everybody and a final universal discontent with the government that spells its downfall.

In the United States we are making rapid progress in this natural evolution. Senator Stanley calls attention by a compilation of his own to the extravagance of such a governmental policy, pointing out that the cost within the last five years of unnecessary commissions and regulatory concerns; commissions to control and regulate railroads, to regulate every butcher shop and every slaughter house, to regulate the production of fuel and its sale, to regulate the practice of medicine, to supervise the birth of babies and the burial of the dead—everything which the heart can desire or fancy can conceive, from the setting of a hen to the running of a railway—all this has cost the difference between \$232,000,000 in 1916 and \$1,115,000,000 in 1922. Excluding the Army and Navy there are now some 2,141,000 Government employees.

Taking up a department of Federal activity with which all are most familiar, the Federal grain inspection, we find that it has substantially accomplished the uniformity for which it was created. But has it increased the sum total of the wealth to be divided among all of us? Before inspection was federalized the profit occasionally was greater than expected and at other times less, due to irregularities in grading, but the average return to the producer, middleman and consumer was probably as great as at present. What a producer lost on one sale in those years he gained on the next. It is true the employees of the U. S. Department of Agriculture are but a small part of the two million and that the expense of maintaining Federal grain supervision comes not out of the grain trade directly but out of general taxation, nevertheless they help to swell the army of government officials.

The same criticism that the Federal control does not increase the productive power of in-

dustry and add to the wealth to be distributed will apply to the coming regulation of future trading on grain exchanges. The Capper-Tincher law is a demagogic appeal to the farmer, ostensibly an attempt to prevent far sighted individuals from buying when the markets are glutted and prices are low, to resell when the demand has improved. The regulations that may be expected from the Sec'y of Agriculture have not yet been promulgated. That the execution of this law will be as demagogic as was its enactment is clearly demonstrated by the action of the Federal Department of Justice against the sugar speculators last week.

The Department of Justice got into action against the New York Coffee and Sugar Clearing House Ass'n merely because the price of sugar was advancing. Sugar prices advanced because Sec'y Hoover officially called attention to the smaller stocks of Cuban sugar and speculators bought.

The demagogues conceived that most voters are sugar consumers and it would be popular to inaugurate a drive against holders of sugar for the rise. This action by the Federal Department of Justice is believed to establish a precedent. The technical charge is "conspiracy in restraint of trade and commerce," but the petition to the court goes farther than in the Patten cotton corner case by asking the court to enjoin transactions on the Exchange "unless the person purporting to make such sale has in his possession or under his control a supply of sugar adequate to meet the requirement of such transaction."

Who can doubt that an exactly similar situation will arise on the Chicago Board of Trade if the demagogues believe they can make political capital with the farmers by taking action against sellers for future delivery at a time when the markets are falling in an extraordinary manner?

It should be understood by all concerned that the government action against the sugar speculators does not stop speculation in sugar. If the professional sugar speculators are driven out, the sugar planters, raw sugar importers, refiners and wholesale distributors will have to become speculators, there being no professional speculators on the sugar exchange upon whom they can unload the risk.

Without an open and competitive speculative market in sugar or grain the speculation naturally must fall into the hands of a few wealthy individuals who will take a greater toll than do the professionals. Again, we will have an instance of government regulation failing to increase the sum total of divisible wealth.

Why does this government regulation make such rapid headway when it is harmful to industry? The answer is that the demagogues, politicians and bureaucrats take one industry at a time, crucify the one industry in the arena, with the plaudits of the multitude; and then grab out of the surrounding applauders some other group of individuals and in their turn cast them into the arena to be done to death. This process will go on until every industry and line of trade has been regulated or controlled to death.

The medical fraternity is against the Shepard-Towner maternity and infancy law, but did the grain dealers aid the physicians to pre-

vent the passage of the maternity act giving federal bureaucracy control over state administration of infant welfare? No, they thought it was none of their business. Did the doctors aid the grain dealers to prevent the enactment of the Grain Futures Act. No. They thought it was none of their business.

Those engaged in trade, industry and the professions are more numerous than the demagogues and the single class or bloc they assume to represent; but we are divided and the bureaucrats are beating us in detail just as Frederick the Great of Prussia defeated four armies each equal to his own by contriving to meet each of the four armies separately and successively.

It is not the individuals employed by the Department of Agriculture or the Government to execute the regulatory laws that are chargeable with meddling. They are estimable men. The fault is not with them but with the system, and it is not with the system as much as with the low degree of intelligence possessed by the average voter which makes him fair game for the demagogue.

Vice President Coolidge said recently: "If people come to believe that the government has power to do what, in fact, it cannot do, the next thought will be that, as it is not doing it, there is something the matter with the government and our institutions had better be changed or destroyed because they are not securing the results they ought to secure." And also: "It is much easier to blame the government than it is to blame ourselves, and much easier of public men to say that the law is wrong than that the point of view of the people is wrong."

SIBERIA is doomed to famine no matter what the yield of grain may be because the area seeded in the fall of 1922 was only one-half that of 1921 and 1921 was but one-tenth of that seeded in 1913. Efforts of the Siberian Agricultural departments to induce peasants to plant more have met with little success due to lack of machinery and working cattle.

"WHEAT BONDS" are now being purchased in Hungary where everything is now priced according to the market value of wheat. Banks are accepting wheat value deposits and pay as high as 6 per cent interest on them. Investors in wheat buy it at market value and deposit the receipts at the bank and when the deposit is withdrawn the bank pays the depositor at the market value for the day of withdrawal, in this way allowing the depositor a chance to save Hungarian money without risk of currency fluctuations.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. M. & St. P. 82902 passed thru Lytton, Ia., Mar. 28 leaking at end. I nailed the siding down but noticed when they coupled the cars that it still leaked.—R. L. Friend, ass't mgr. Farmers Elevator Co.

C. & N. W. 92590 passed thru Haverlock, Ia., Mar. 22 going east and leaking yellow corn at door. Door was bulged or broken.—J. L. Miller, mgr., Farmers Co-op. Grain Co.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Failures in the Grain Business.

*Grain Dealers Journal:* Are there any statistics on the record of successes and failures in the wholesale grain business? Has any pamphlet been issued dealing with the wholesale grain business in general? We would like to have information on both of the above.—M. M. Goldstein, The National Grain Corp., Bridgeport, Conn.

**Ans.:** The grain business handles a necessity and the dealers seldom quit because of lack of supply or lack of crops. Failure in the grain business is due to the same causes leading to failure in other lines of trade, such as lack of capital, inexperience or bad management.

It seems to be harder to do a profitable business during years when the prices of grain are falling.

A few years ago the U. S. Dept. of Agriculture issued a pamphlet limited to statistics of failures of farmers co-operative elevator companies.

### Velocity Required to Throw Corn Into Bin?

*Grain Dealers Journal:* I am rigging up a device to throw ear corn about 18 feet from the pulley into a bin. The belt pulleys carrying the corn are 24 inches in diameter, level, and spaced 16 feet. What foot speed of drag belt would be required to perform the work?—F. Louderback.

**Ans.:** The question cannot be answered without knowing how high the belt is above the level of the top of the bin, but for any distance the speed is easily calculated by using the engineering data on gravitation, as follows:

A body dropped from a stationary position falls to the earth in a straight line; and a body moving horizontally drops to the ground in a curved path as soon as it comes under the control of gravity and it reaches the ground in exactly the same time as if it had not been thrown horizontally.

The distance traversed by a freely falling body during any second of its descent is equal to 16.08 ft., multiplied by one less than twice the number of seconds.

The distance traversed by a freely falling body during any number of seconds is equal to 16.08 ft., multiplied by the square of the number of seconds.

Assuming that the level of the belt was 16.08 ft. above the top edge of the bin wall the corn would drop that distance downward in one second and to cover 18 ft. horizontally it would require a speed of at least 18 ft. per second.

More satisfactory results will be obtained by giving the corn an upward inclination as it leaves the belt, as it will take a longer time for the grain to drop to the ground or to the bin level.

### Successors Not Liable for Tax on Former Operators.

*Grain Dealers Journal:* In to-day's mail (Apr. 17) I received a demand for revenue tax for the year 1917, a balance of \$400 alleged to be due from the Templeton Farmers Elevator Co.

The Farmers Elevator at this place was sold at sheriff's sale in December, 1922, to the five directors of the defunct Farmers Elevator, who bot to protect themselves for money advanced to the old concern. The directors had signed notes for around \$18,000, and purchased the elevator for \$10,900. Each original stockholder lost his share in the elevator.

The new firm, which is a copartnership, is organized as Templeton Elevator Co. and is the only one having an interest in this elevator.

As we are the successors of the farmers concern we naturally received the statement from the Revenue Department in our mail

box. What I want to know is: Can they force collection of this tax of the new concern, or who will have to pay it? The Templeton Elevator Co. purchased the buildings and all grain in the house, all feed in the warehouse, all coal in the sheds and the book account, each item being sold separately.—A. F. Pape, mgr. Templeton Elevator Co., Templeton, Ia.

**Ans.:** If the new owners did not assume the liabilities of the old company they are not liable for the unpaid taxes of the old corporation. The terms of the sheriff's sale will make this clear. The federal tax is not against the tangible property which was sold, but against the earnings of the former corporation, and as the former corporation is dead the government can collect nothing.

### Effect of "The Grain Futures Act."

The decision by the Supreme Court holding the Capper-Tincher successor of the Future Trading Act valid has led to conflicting opinions on the effect of the law.

Practically, as time wears on, the principal effect will be to transfer from the Board of Trade and the grain exchange members all the odium of speculation to the Federal government and particularly to the Secretary of Agriculture.

In the public mind the Sec'y, having full authority to regulate, will be held responsible for everything that goes on within the walls of the Board of Trade. If the price drops suddenly the farmers will hold the sec'y responsible for failure to enforce the "law." If the price of wheat soars to high levels for any reason the consumers will hold the government responsible for failure to curb the greedy speculators after having been granted full power to do so. This will prove unfortunate for the Secretary, as he will be credited with power to suppress speculation when in fact the price of wheat is international and not subject to control.

The law specifically applies to markets trading in wheat, corn, oats, barley, rye, flaxseed and sorghum. The law does not apply to markets that do not make contracts for future delivery.

Individuals alleged to be guilty of manipulating the market may be ruled off all the exchanges by the Sec'y of Agriculture under Sec. 6. The alleged manipulator will be granted a hearing at Washington or elsewhere before a Commission composed of the Sec'y of Agriculture, Sec'y of Commerce and the Attorney-General. The accused will have the right of appeal to the U. S. Circuit Court of Appeals in the Circuit in which he is doing business. There is no provision for trial by jury and the findings of the three inquisitors as to the facts is made final. This is autocratic government and it remains to be seen whether the Supreme Court will uphold this section.

Much remains to be learned as to the policy to be followed by the Department in enforcing the law. Its authority and powers are very great. It may prescribe limits to the number of bushels that may be sold short for the guidance of all, or it may elect to seize individuals trading too heavily to meet the ideas of the Department. These ideas may depend upon the individual who happens to be in charge at the time. At present a young lawyer, Chester Morrill, seems to be charged with the enforcement, as assistant sec'y, working thru Rollin E. Smith, a former newspaper man. At Chicago, in this work, the Department is represented by J. W. T. Duvel.

FEDERAL GOVERNMENT ADVANCES to farmers thru banks and marketing ass'ns aggregate nearly \$1,500,000,000 to Apr. 7. The largest amount, \$30,000,000, went to a tobacco pool in North Carolina. Live stock loan companies in Texas got \$20,000,000. Thru banking and financial institutions in Iowa and North Dakota \$24,339,000 and \$21,305,000 respectively was distributed. The federal farm loan buro has put out over \$900,000,000 and the War Finance Corporation \$513,000,000.

### Decision of the Supreme Court on the Capper Law.

Chief Justice Taft in giving the opinion of the Supreme Court of the United States, Apr. 16, on the validity of the Capper-Tincher Law, said, in part:

In the act we are considering, Congress has expressly declared that transactions and prices of grain in dealing in futures are susceptible to speculation, manipulation and control which are detrimental to the producer and consumer and persons handling grain in interstate commerce and render regulation imperative for the protection such commerce and the national public interest therein.

It is clear from the citations, in the statement of the case of evidence before committees of investigation as to manipulations of the futures market and their effect that we would be unwarranted in rejecting the finding of Congress as unreasonable, and that in our inquiry as the validity of this legislation we must accept the view that such manipulation does work to the detriment of producers, consumers, shippers and legitimate dealers in interstate commerce in grain and that it is a real abuse.

More than this "prices of grain futures are those upon which an owner and intending seller of cash grain is influenced to sell or not to sell as they offer a good opportunity to him to hedge comfortably against future fluctuations. Manipulations of grain futures for speculative profit, though not carried to the extent of a corner or complete monopoly, exert a vicious influence and produce abnormal and disturbing temporary fluctuations of prices that are not responsive to actual supply and demand and discourage not only this justifiable hedging but disturb the normal flow of actual consignments. A futures market lends itself to such manipulation much more readily than a cash market.

**Manipulation Burdens Interstate Commerce.**—Sales of an article which affect the country-wide price of the article directly affect the countrywide commerce in it. By reason and authority, therefore, in determining the validity of this act, we are prevented from questioning the conclusions of Congress that manipulation of the market for futures on the Chicago Board of Trade may, and from time to time does, directly burden and obstruct commerce between the states in grain, and that it recurs and is a constantly possible danger. For this reason, Congress has the power to provide the appropriate means adopted in this act by which this abuse may be restrained and avoided.

**Patronage Dividends.**—Congress evidently deems it helpful in the preservation of the vital function which such a Board of Trade exercises in interstate commerce in grain that producers and shippers should be given an opportunity to take part in the transactions in this world market through a chosen representative. Nor do we see why the requirement that the relation between them and this representative, looking to economy of participation on their part by a return of patronage dividends should not be permissible because facilitating closer participation by the great body of producers in transactions of the Board which are of vital importance to them. It would seem to make for more careful supervision of those transactions in the national public interest in the free flow of interstate commerce. Under the present rules of the Board, corporations are permitted to enjoy the benefit of membership by reason of the membership of two of their executive officers who are bona fide stockholders, and all their stockholders are thus given a chance to enjoy the commissions earned and the benefits to the corporation of other membership privileges to the extent of their stock ownership.

**No Ruling on Sections 5, 6 and 9.**—As to the power of Congress to provide, in Section 9 for the punishment of any one who shall knowingly or carelessly deliver through the mail or interstate means of communication false or misleading crop or market reports, it will be time enough for us to consider its existence when some one is charged with the offense and is brought to trial therefor. The plaintiffs present no such case.

Paragraph (B) of Section 6 which gives to the commission the power, on complaint after investigation by the Secretary of Agriculture, and after a hearing, to exclude from all contract markets.

Any person violating any of the provisions of the act or attempting to manipulate the market price of any grain in violation of the provisions of Section 5 of the act or of any of the rules or regulations made in pursuance to its requirements, is attacked as invalid because a jury trial is not afforded. The plaintiffs do not aver that they are committing acts which will subject them to such exclusion, or that charges have been made and proceedings have been begun or are about to be begun against them by the Secretary of Agriculture. Until they are thus in danger of suffering prejudice from the operation of the paragraph, they can not invoke our decision as to its validity. For the reasons given the decree of the District Court is affirmed.



# Country Elevator Accounting

## Keeping the Books Up to Date

By C. A. LOVELL

Some place in literature there is a quotation which runs like this: "Human experience, like the stern lights of a ship at sea, illumines only the pathway over which we have gone."

Not all men will accept that statement as true. Most of us believe that we can gain from the experiences of the past some lessons that will guide us in the present and future, and that is exactly what the account books of a business are supposed to do. They are "stern lights," lighting the course over which the business has gone in past days, and by reflection their rays can be made to pierce the darkness of the future and to show the dangerous places which must be avoided.

But suppose these lights are not burning. What, then, does the manager of the business know about the real nature of the road over which he has gone.

There can be but one answer, and that, "Nothing." He may indeed have a hazy idea that yonder was a curve and that he has just succeeded in negotiating a particularly difficult stretch where some impediment made progress slow, but he will not understand exactly what it was that caused the difficulty. Without this knowledge he cannot plan intelligently for the course ahead.

Any business, whether it be a country grain elevator or any other kind of enterprise, which does not keep its books up-to-date is like a ship at sea with its stern lights dark. The lamps themselves are in place but the flame which should be giving illumination is absent.

This condition is by no means imaginary. On the contrary, it is the condition which an investigator frequently finds in country grain elevators. Purchase tickets of days, weeks and even months are unentered. Account sales that came in long ago have never been checked and posted to the books of account. The ledger is only a book—if there was ever a trial balance it is so old that it is no longer of value.

The story of a recent incident of delay in checking account sales will serve to illustrate how important this feature may sometimes become. A commission merchant sent returns for several cars to one of his customers, and as the net balance was due the commission merchant, he made a draft for the amount and deposited it with his bank in the regular course of business.

An error had been made in figuring the amount of the draft and it was made too large. Yet the shipper paid it without question when it was presented by the bank. He had not checked the account sales and did not know whether the draft was right or wrong.

Fortunately for this shipper, the commission merchant was careful enough in his bookkeeping methods that he discovered the mistake a few days thereafter, and he promptly repaid the erroneous balance. The shipper did not know that an error existed until he received the check for the difference.

This same degree of honesty will probably be exhibited by every receiver and handler of grain, but it may happen frequently that mistakes will not be discovered by either of the parties and in all such cases the ending will be far less happy than it was in the one cited. The fault may occasionally be one of dishonesty but usually it is pure carelessness.

There is one, and only one, proper method of keeping books. It consists of two steps, the first of which is to make a positive, definite and understandable original entry of every transaction at the time it occurs. This does not mean two minutes or two hours afterward, but right at the moment. The place where this original entry is made should be something

that can be retained as long as there can be any possible reason for referring to it.

The second step is to post or transfer the information from these original entries to the other books of the system. There should be a regular daily time for doing this work and nothing but matters of the utmost importance should be permitted to interfere with it.

Bookkeeping can be made a pleasant task or drudgery, as the bookkeeper chooses to make it. The easy method is to evolve a system which provides a definite sequence of movements, beginning at the first steps and running through to the last. Each part of the work will then merge naturally into another, and it will never be necessary to waste time and thought in determining what to do next or in learning whether a given task has been completed.

The sequence of steps which each dealer adopts must be based on his own accounting system. It cannot be mapped out for him by one who is not acquainted with that system, but in general it may be said that any satisfactory and practical method must start with original items and follow their progress thru the several books.

Thus, the first entries for all purchases of grain will be made at the time the loads are weighed. Next, the dollars of cost will be entered in the combination cash-journal as a debit to the grain, and this debit will be posted in the form of individual items or by daily, weekly or monthly totals to the debit side of the grain account in the ledger. The debit portion of these particular entries will then be complete. Credits to the bank will be made for the checks drawn in payment for the grain, and when these have passed thru the cash-journal and into the ledger the work will be finished.

Every entry presents the same simplicity when it is reduced to its basic principles; and the ability to analyze a transaction into its equal phases of debit and credit is the first and most important requirement of a bookkeeper. Without this ability no person is competent to handle the books of a business. It is the ground work upon which all the theory and practice of accountancy is based.

System and method are one thing and the actual doing of the work is another. The finest set of books in the hands of expert accountants will still be dead "stern lights" if the flame of effort is not applied to them to keep them in a live condition. It is necessary that the work of bookkeeping be done regularly and promptly.

The basic rules are as follows:

When a load of grain is purchased set down the weight, grade, price and amount at once.

When a car is loaded make out the scale, seal and other records immediately.

When a check is issued fill out the stub before the check itself is written, and then before delivering the check to the customer see that it agrees with the stub.

When account sales are received check them without delay so that any errors may be corrected while they are live matters.

When a car is short file the claim as soon as the necessary papers are in the office, thus eliminating the risk of loss thru the expiration of the time limit provided in the bill of lading.

And, when posting time arrives each day complete the work of bookkeeping by transferring the information from original sources to the other books of the system.

The dealer who has done all these things faithfully from day to day is in position at the end of each month to draw off his trial

balance and prove the correctness of his separation of debits and credits. If a mistake exists he can check over the entries while they are still comparatively fresh and few in number and thus locate the error with a minimum of difficulty. He is prepared to take full advantage of every opportunity to learn whether the operations of any period have been profitable or otherwise. He is able to determine more exactly the causes which produced a given series of effects and he can decide that certain policies should be continued and others dropped in the present and future conduct of his business affairs.

This dealer's stern lights are burning. He can turn to good account whatever merit there may be in the lessons of experience.

## Farm Buro Opinion of Capper-Tincher Decision.

E. L. Harper, sec'y of the Illinois Agricultural Ass'n, says:

"We are gratified by this decision. It is of great importance to the Illinois co-operative movement. If the co-operative marketing bill now in the legislature becomes a law it will mean that the Illinois grain growers, for instance, will form an association, sign up their crops for a period of years, and the sales will be handled through the association's commission representatives on the Chicago Board of Trade.

"This means that the grain will be handled at a cost basis, sold at the market price, and the profits will go back in prorated shares to the producers. It will eliminate the so-called receivers on the board, cutting out the profits of these commission houses. That is why they have been fighting the bill."

SPRINGFIELD, ILL.—Senate Bill No. 299 introduced Mar. 29 and referred to the Com'te on Railroads, makes it unlawful to operate a train in excess of one-half mile in length. Penalty is \$100 to \$500 fine, and the Illinois Commerce Commission is charged with enforcement. The sponsors evidently dislike to wait at a railroad grading for a 115 car train to pass. They would rather increase the cost of transportation and save a few precious minutes when joy-riding.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

April 25, 26. Missouri Grain Dealers Ass'n, Kansas City, Mo.

May 15. Panhandle Grain Dealers Ass'n at Amarillo, Tex.

May 15, 16. Illinois Grain Dealers Ass'n at Chicago, Ill.

May 16-17. Kansas Grain Dealers Ass'n at Topeka, Kan.

May 22, 23. Grain Dealers Ass'n of Oklahoma at Oklahoma City, Okla.

May 25, 26. Texas Grain Dealers Ass'n at Ft. Worth, Tex.

June 8, 9. American Feed Manufacturers' Ass'n at St. Louis, Mo.

June 13, 14. Eastern Federation of Feed Merchants at Binghamton, N. Y.

June 15, 16. Northwestern Grain Dealers Ass'n at Helena, Mont.

June 20, 21. Ohio Grain Dealers Ass'n, Cleveland, O.

June 27-29. American Seed Trade Ass'n at Atlantic City, N. J.

July 24, 25, 26. National Hay Ass'n, West Baden, Ind.

Oct. 1, 2 and 3. Grain Dealers National Ass'n, at Des Moines, Iowa.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Opposed to All Class Legislation.

*Grain Dealers Journal:* We have plenty of vital issues at present and we enjoy the stand you take in all of the problems that confront us. The writer was surprised last night to read, for instance, an editorial relating to the connection between the credit legislation passed during the last days of the last session of Congress and the various grain growers' organizations who are agitating the pooling plans. We were perfectly aware of that a year or more ago. We are passing through a crop marketing movement that is national in scope. Our own state legislature passed a bill this session that originally had a clause in it that would have forced us to become public warehousemen and handle stored grain at rates to be fixed by the agricultural department of the state government. The grain trade succeeded in eliminating that feature.

A large number of our business men in this state believe that co-operation is the Moses that will lead the farmer and incidentally themselves out of the wilderness. The reason? As near as I can figure it out, it is a case of "Let George do it." They want to see higher prices, cannot figure out a practical way, are unwilling to allow time for the readjustment of our affairs and for the moment forget that class legislation, or what is simply another form of class legislation, i. e., business regulation, if persisted in, will ultimately reach all classes of business. It is all simply a result of the present period of socialistic thought.

All the impractical schemes for marketing farm products will fail in time. The present pooling scheme will blow up with a loud report some of these days and we will be immediately presented with another form of co-operation or some fool scheme that looks like a chance to get grain to market for nothing. There will always be a lot of people that will fall for it just as the millions are lost each year in the con games that get the money out of the sucker by working on his greed or other personal weaknesses. It is not entirely necessary that the con man be a crook. A long haired radical can cost the farmer, for instance, as much money as the slickest kind of a crook.

We will weather it all though and come up smiling. The writer was in Montana in 1896 and we were nearly all Free Silverites, but people in other sections of the country, I do not remember just where, had more sense than we did for which we now thank our lucky stars. I am sure a little time will bring the readjustment which we have to go through and there will be more common sense used in politics.

It is pretty hard sledding just now though for the independent one elevator operator. The car shortage is the worst thing I have to contend with and production of wheat is decreasing here every year, but we regard that to be a temporary condition. A lot of land was brought under cultivation in this state that cannot be operated profitably now but that in itself will be a step in the readjustment of prices.

I have not been bothered much by the Grain Growers and don't want them to sign up any more crops in this section. I feel certain that the best place to fight them is through organizations to prevent adverse legislation and editorially as fast as newspapers see the light. Locally I have found it best to ignore them. The farmer's mind has been

poisoned so much through the agitation of long-haired radicals as by the selfish promoters. The grain trade is in disrepute with them and in fact most of the newspapers in the country think maybe there is something to it. If the grain trade puts up too much of a scrap people will naturally think they have something to cover up.

There is one thing that I don't understand and that is the difference between government credit and fiat money. The Lenroot bill creates the Intermediate Credit Banks and the U. S. Government buys the \$60,000,000 stock. We understand capital to be accumulated savings, but will not the Government buy this stock with money still to be collected in the form of taxes? Of course everything is all right if no money is lost, but we are safe to assume that the government will lose money in this venture and is not the money so lost fiat money? Of course it is a small thing but it is an entering wedge just like the Adamson law was, and we are going to have a helluva time getting rid of the Adamson law.

Our idea in writing this letter is to show our appreciation of your stand on public questions. What we need most now is more of your kind of stuff in all the papers. The farmer is on the wrong end of the economic structure just now, but his turn is bound to come. He is going through a painful reconstruction period, but agriculture and the country will be better for it in the end. High freight rates are killing us out here. The Adamson Law and government regulation are responsible, the balance of our trouble is principally unsound advice and lack of collateral.—Hi Altitude.

### Injustice in Government Publication of Feed Seizures.

*Grain Dealers Journal:* Relative to our firm having some feed seized on account of being misbranded, etc., we are glad to observe the attitude of the Journal on the matter.

Why the Department of Agriculture should be publishing something of this character, that happened 3 years ago, and under great stress of business conditions thruout this country at that time, we cannot understand.

In our opinion such publications coming direct from Washington are not taken real seriously thruout the country, because people are getting somewhat educated up to this red tape, so to speak. They know how easily this law can be violated technically without causing anyone loss, and without any deliberate attempt on the part of the accused to violate a law. But when a Journal that enjoys the reputation that the Grain Dealer does, and which goes into the hands of every grain dealer thruout the country, copies these articles and publishes them it does place another serious aspect on the situation.

You can, we are sure, and must appreciate how quick some mean competitor will pick up this article, put it into the hands of every salesman and broker he can hear of with a view of beating us out of a sale whenever he encountered our competition; in other words making a mountain out of a flea. For instance, your Journal had not been in our city 24 hours when this article was placed before every

jobber in the city, and that too thru a party who has had feed seized in nearly every state in the Union on just such technical violations as the one referred to.—X. X. Feed Mfg. Co.

### Simple Bookkeeping.

*Grain Dealers Journal:* I believe my system of bookkeeping is the simplest and best of any I have seen or tried.

It is of my own composition. I keep a cash journal and post to ledger and at the end of a month I take my trial balance. I show my board of directors very few figures, but give the exact standing of the company's finance down to a penny. At any time during the month I can give the figures to any director who wishes to see them and can, tell instantly if we made or lost money on any grains.

The cash journal gives all the above figures and a few side books for side lines give all the figures necessary to check up the financial standing at any time; that is, corn, oats, wheat, cattle and hogs, lumber, and coal books, bank pass book and sales book.—Careful Manager, Farmers Elevator Co.

### Explains the Dillon Plan of Marketing Wheat.

*Grain Dealers Journal:* Replying to the comments published in the Journal on the Dillon Plan, all of which we have carefully read will say, it was rather unfortunate that you published with our original letter our local advertisement, which gave undue prominence to a local situation, involving the details of storage, dockage, etc., which so many of your readers have pointed out are not sound methods within the experience of the grain trade and with which we heartily agree, and did so agree at the time we adopted the practices.

However, it sometimes becomes necessary to fight fire with fire, and local conditions forced the use of the advertisement, and the handling of the grain in accordance with it, but as one or two of your readers mentioned, we protected ourselves in the handling margin.

Practically all of the objections you have published have been thoroughly justified but have been directed against practices locally necessary here this season, and which we do not consider part of the Dillon Plan. We believe the plan has merits, not only local but applicable to the trade everywhere, which justify the elimination from future discussion, comments not actually on the subject, and for that reason we will attempt to define the plan, purpose and method, in such a way as to make a basis for constructive discussion and consideration.

The Dillon Plan is a sale contract, not a storage contract, and contemplates the immediate movement of the cash wheat into the industry.

The Dillon Plan Wheat Sale Contract has been developed for the purpose of utilizing the existing facilities in every wheat producing community, consisting of the local grain dealers and financial institutions, together with the existing marketing machinery of the terminal grain markets, to make it possible for every wheat grower who may wish to do so, to dispose of his wheat at any time after harvest,

It is work which gives flavour to life. Mere existence without object and without effort is a poor thing. Idleness leads to languor, and languor to disgust.—Amiel.



and at the same time to receive settlement for it on the basis of the world market price at such time as he may consider to his best interests, without being forced by financial pressure to sell his wheat at a time which he may deem disadvantageous as to price. A further purpose of the plan is to give to the trustworthy and enterprising country grain dealer, an advantage in the competition for business while at the same time making him an agency for spreading among farmers satisfaction with existing marketing conditions, and improving local financial conditions in agricultural communities by making available at the earliest possible date the principal part of the money proceeds of the farmer's wheat crop.

The Dillon Plan of Wheat Sale Contract, contemplates the existing method in any community being used to determine the cash value of the wheat to be handled under the contract on the day the contract is made, and in consideration of a substantial money payment by the dealer to the grower, and the dealer's agreement to settle in full for the wheat in accordance with the contract, the ownership of the wheat is transferred to the dealer, who hedges his contract with the farmer, by the use of the future contract market specified in the contract.

A re-reading of our original letter in the Journal for Jan'y 10th, giving the details of the plan, together with a consideration of the above explanations will bring out the fundamentals of the proposition, which we believe will stand the closest of examinations, and be found practical and beneficial.

We have some very well satisfied customers who used our contracts, no dissatisfied ones, and we expect to use the plan next season with the exception that the final settlement date specified hereafter will *not* run into the delivery month of any option.

We believe that there is only one valid objection to the use of our contract, and this has been pointed out by one of your correspondents, and by others in letters to us. It is the feature of a fluctuating cash premium making the settlement to farmers holding the contract less than to those holding the cash wheat on some date some time removed from that on which the contract was made. It is just as possible for the proposition to work the other way, i. e., in favor of the contract farmer, and if it works against him, he must take into consideration that his neighbor holding the cash wheat has not had the use of any money, has had storage and other expense on it, to offset the advance in the cash premium.

We have made it a point in using the contract, to point out to the farmers the possibility of this very development, and we never urge a farmer to use the contract, we simply explain it, and make it available to him, the final decision and choice resting with him, and with all the facts before him, if some part of the deal ultimately works against him, he recognizes it as one of the risks he deliberately assumed. We will not under any circumstances use this contract with a farmer whose education and intelligence are so poorly developed that it is impossible for him thoroughly to understand the transaction.

We shall look forward to seeing further comments in your columns, and will be glad to furnish any further information or details.—Jos. T. Leimert, Mgr. Beaverhead Mill & Elevator, Co., Dillon, Mont.

### Bs/L Must Be Marked for Export.

Export rates on grain will be applied only when shippers note on their shipping receipts that the grain is for export and consigned to Locust Point, Canton, Port Covington elevators or to Canton railroad piers, at Baltimore, Md.

When grain is consigned to that port and not marked "for export" it will be considered for track delivery or local distribution and will be billed at full domestic rates regardless of the fact that the grain may be ultimately exported.

### "The Rule of the Unsuccessful."

"During the past ten to fifteen years there has developed in this country a veritable flood of sympathy for the unsuccessful citizen. It has assumed many forms in the course of its manifestation, but its growth has been constant and significant. In general its tendency has been to seek the recapture of a large share of the reward of the successful and to apply it to satisfying the desires of the less fortunate. It is becoming increasingly popular to penalize the winners in life's competition and to divide the fruits of their accomplishments among the losers of the contest.

"Such a result is always easily attainable by virtue of the power of numbers possessed by the less successful class of the population and the readiness with which this advantage may be translated into political action. Not only is the present tendency in the direction of confiscation, but there is a growing disinclination to permit the successful citizen to partici-

pate in the management of governmental affairs wherein his peculiar qualifications could be utilized with exceptional benefit to all. There is an unmistakable trend in this country today toward the concentrating of government in the hands of the unsuccessful citizens.

"A majority of the people of any nation possess an unquestioned right to administer the affairs of government to their own particular liking, even to the extent of accomplishing their own destruction. It is not conceivable, however, that the citizens of any country would deliberately and wilfully set about to bring national disaster upon themselves with a full realization of the inevitable consequences of their act.

"A somewhat disturbing parallel to our present situation is found in history in the case of the Roman Empire, the fall of which was immediately preceded by similar attempts to level the economic condition of the more successful to that of the mediocre."—Chas. R. Gow.

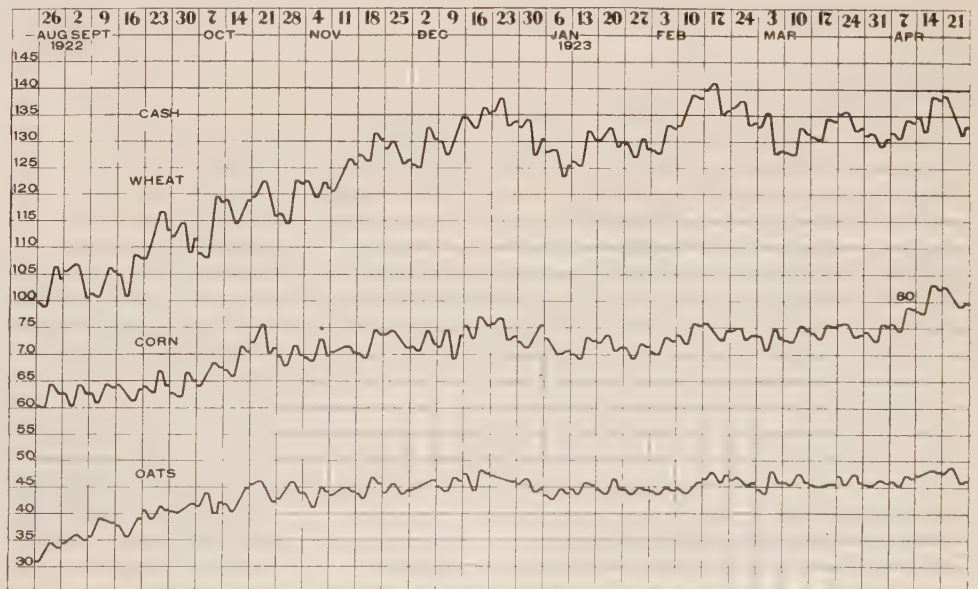
### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.												
	Apr. 10.	Apr. 11.	Apr. 12.	Apr. 13.	Apr. 14.	Apr. 16.	Apr. 17.	Apr. 18.	Apr. 19.	Apr. 20.	Apr. 21.	Apr. 22.
Chicago	121½	124½	124½	125½	126½	124½	126	125½	126	124½	125	124½
Kansas City	113½	116½	115½	116½	118½	116½	118	117½	118½	117½	116½	117½
St. Louis	120½	123½	123	124½	125½	123½	125½	124½	126	121	123½	124½
Minneapolis	121½	124½	123½	124½	126½	124	126	125½	126½	125½	124½	127½
Duluth (durum)	113½	115½	115½	116½	117½	116	117	116½	117	116	115½	116½
Winnipeg	119½	122½	122½	123	124½	121½	123½	122½	123½	122½	121½	122½
Milwaukee	121½	124½	124½	125½	126½	124½	125½	125½	126	124½	125	124½
MAY CORN.												
Chicago	78	80½	80½	80½	80½	80½	79½	80	79	79½	78½	78½
Kansas City	76½	79½	78½	78½	79½	78½	79½	78½	79	79	79½	80½
St. Louis	79½	81½	81½	82½	82½	81	82½	81½	83½	81½	81	82½
Milwaukee	77½	80½	80½	80½	80½	80½	79½	80	79½	79½	79	80½
MAY OATS.												
Chicago	45½	46½	46	46	46½	45½	45½	45½	45½	45½	44½	44½
Kansas City	45½	45½	45½	45½	45½	45	45½	45½	45½	45½	44½	45½
St. Louis	46½	47	47	47	47	46½	46½	46½	46½	45½	45½	46
Minneapolis	40	40½	40½	40½	40½	39½	40½	40	40½	39½	39½	39½
Winnipeg	50½	51½	51½	51½	52½	51½	52½	51½	52	51½	51½	52
Milwaukee	45½	46½	46½	46	46½	45½	45½	45½	45½	45½	44½	44½
MAY RYE.												
Chicago	83½	85½	86½	86½	86½	87½	85½	87	86½	86½	85½	85½
Minneapolis	77½	79½	80½	81½	81½	79½	81½	80½	81	80½	79½	79½
Duluth	80	81½	82½	83½	84½	82	82½	82½	82½	82	81½	81½
Winnipeg	83	84½	85½	86½	87½	85½	86½	86½	86½	86	86½	86½
MAY BARLEY.												
Chicago	58½	59½	59½	60	60½	60	60	59½	59½	59½	59½	59½
Minneapolis	58½	58½	59	59½	60½	59½	59½	59½	59½	58½	58½	58½

### Cash Wheat, Corn and Oats Fluctuations from Aug. 19 to Apr. 21.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### IDAHO.

McCammon, Ida., Apr. 14.—The acreage of fall grain is low. Spring acreage will also be low.—Moench Bros.

### ILLINOIS.

Leonard (Gilman p.o.), Ill., Apr. 20.—Oats is all sowed and at present promises to do well, altho only a few are "peeking" thru. Very few colts are expected this spring.—Bert Van Weelde, mgr., Farmers Co-op. Co.

Springfield, Ill., Apr. 18.—The week was cold, with deficient sunshine in most areas. Rather heavy rains in the southern part of the state stopped farm work. Precipitation was light to moderate elsewhere with several inches of snow in parts of northern division. Plowing is in progress generally. Oats are mostly seeded in central and south and some are up, and seeding is well along in the north. Winter wheat is spotted, and it is growing slowly. Its condition averages fair to good, but it is best in the bottoms. Much clover was winter killed in the northern division, and some was damaged by late freezes in the south. Roads are bad in the south and fair to good in the north and central areas.—Clarence J. Root, meteorologist.

### INDIANA.

Mt. Ayr, Ind., April 24.—Wheat acreage is normal, the condition is improving daily. Some farms are tenantless and will not be cultivated until the labor situation eases up. Young men are all going to the cities to get the high wages.—Ed Harris.

Indianapolis, Ind., Apr. 18.—Temperatures averaged considerably below normal for the past two weeks and rains have been frequent but not excessive. Plowing and seeding of spring crops have been delayed somewhat on account of weather conditions. Wheat and rye continue to show variable conditions. There is divided opinion as to whether the plants have been improved or further damaged. Oats seeding has commenced in all sections of the state and work has been pushed to the limit where weather conditions permitted. About one-third of the acreage is in, with many sections showing material decreases. Corn ground is being prepared as fast as weather conditions will permit but the work is far behind.—Geo. C. Bryant, agricultural statistician.

Indianapolis, Ind., Apr. 11.—Letters sent to shippers tributary to this market in Illinois and Indiana brot the following results: 42 reports show an increase in the acreage of wheat from 5 to 50%; 27 show slight decrease while the balance report normal. Most reports intimate it is too early to determine damage to wheat, while 43 show damage to the plant from 5 to 40%. Many state that with favorable weather wheat is apt to show up better. Oats acreage in 38 reports show a decrease from 5 to 40%; 16 show normal acreage, and balance report it is too early to determine. At many places seeding has just commenced. Where some decrease was noticed in wheat and oats, it would go to soy beans, while in others it would go to corn.—Lew Hill, pres. Lew Hill Grain Co.

### KANSAS.

Bentley, Kan., Apr. 10.—I motored thru Sedgwick, Sumner, Harper, and Barber counties, Kansas, and Woods, Woodward, Major, Alfalfa, Garfield and Grant counties, Oklahoma, and find that wheat looks fine with good green color and fine stand. I did not see many oats up and some farmers are just planting. Farmers expect a good year for all crops but oats. Prospects are for 100% wheat, oats poor. Ground is in fine shape for spring work and will have about 110% acres of corn. Planting will begin Apr. 15.—J. A. Armour.

Topeka, Kan., Apr. 20.—Of the 11,315,500 acres of winter wheat planted last fall, 28.69 per cent will be abandoned, with a general average condition on the remaining 8,069,270 acres of 78.1 per cent. Last year's abandonment percentage was 26.3 and the 5-year average abandonment is 16.7 per cent. The general average of remaining acreage last year was 73.9 on 8,320,323 acres,

and the 5-year average condition is 84.59 per cent on 8,400,000 acres. Prospects are good in the eastern half of the state and poor in the western half. The season thus far has been unfavorable for oats. Much of that sown early was killed by freezing weather, especially in the southeast. Considerable of this was replanted and is not yet up. Condition of growing oats is 64 per cent, or 19 per cent lower than last year. Indications are that 1,335,000 acres were sown, compared to 1,541,000 a year ago. Barley is estimated at 1,015,000 acres, an increase of one per cent or the largest crop in the history of the state. Increases are found in western counties suffering losses in wheat. Very little is up. Condition of that showing is 64.9 against 92.6 last year. Corn will approximate 5,500,000 acres or 9.5 per cent more than 1922 when a 14.3 per cent gain was recorded.—J. C. Mohler, sec'y, state board of agriculture.

### MICHIGAN.

Lansing, Mich., Apr. 15.—Very few farmers are able to pay the prices demanded by labor and are shaping their farming policies to do without hired labor. Last year the supply exceeded the demand by 11 per cent, due to lack of employment in the cities, but now all or nearly all manufacturing plants are operating up to full capacity. The demand for labor in the cities is so great that not only the floating farm labor has been attracted to the city, but many tenants and farm owners are going, too. Some farms will not be operated this year because of inability to secure tenants. Many owners living near cities are driving daily from their farms to the city and work in the factories. One reporter estimates that 500 farms in one of the best counties of the state will not be operated this year. Another reports only two men remaining on the farms along four miles of road through a good farming section. Another says that on one section of land where there were 16 men last year, there are only six this year. Another mentions 17 farmers within a two-mile radius are leaving this spring. Another reports 35 farms for rent in his neighborhood and no one to take them. It is estimated that 20 per cent of the farmers in one central county are leaving their farms. Another counted 49 vacant farms in a radius of 9 miles. These and many others of a similar kind indicate the trend of movement to be toward the city as was the case shortly after the close of the World War.—Verne H. Church, agricultural statistician.

### MINNESOTA.

Minneapolis, Minn., Apr. 18.—Our first report of the season covers briefly the crop conditions in the states of Minnesota, North Dakota, South Dakota and Montana. Reports indicate there is sufficient moisture over the entire territory to start a crop. During the month of March we had general rains in the southern districts, and heavy snows in the northern. This moisture has thoroughly soaked the ground. This Spring seems to show many of the same characteristics as last year and seeding apparently is being started about the same time, and under much the same conditions. The weather during the past week has been cold and the ground has frozen each night. No work has been done in the fields in the northern areas and not until late in the day in the central. Seeding has become quite general in southern Minnesota and parts of South Dakota. Some reports indicate that 50% of the wheat has been sown in these districts and a large percentage of oats and barley. In northern South Dakota and southern North Dakota seeding has started, but has not become general, while in the extreme northern parts, no work has been done. There is ample seed wheat in the territory to meet all requirements. It is rather early to receive definite reports as to the condition of winter rye. Last Fall, however, the soil was inclined to be a little dry when seeding was being done, and it is possible that there may have been some damage. There are some complaints of the shortage of farm help in North Dakota. The increased demand of the industrial centers has attracted much of the labor that formerly migrated to North Dakota and Montana for farm work. Farm conditions are normal. Farmers have plenty of feed grain and hay, and stock came through the winter in good shape. Considerable plowing was done last Fall and farmers are well up with their work. With favorable weather, seeding will become general over the entire territory within the next few days.—The Van Dusen Harrington Co.

### MISSOURI.

Garden City, Mo., Apr. 23.—Wheat is looking fine but only 50% of a crop sown last fall. Oats

had to be sown again and is looking fairly well now. Corn prospects are for 125% of an acreage to be planted but little done. Rain keeps farmers from planting.—Breed Milling Co.

Jefferson, Mo., Apr. 12.—Farm labor in the state is 12 per cent under the springtime demand and has been reduced 4 per cent during the past year by moving of many single and young married men to public works and factories. Farmers needing help cannot afford to pay rates asked compared to returns on farm products. Cotton counties require additional labor which is being supplied in part by workers from southern states. Unless prices improve during the year, it is not unlikely that a further exodus of men from farms will occur.—Federal-State Crop Reporting Service.

### TEXAS.

Fort Worth, Tex., Apr. 21.—Our Mr. Potishman traveled by automobile thru the south plains and west Texas and advises growing wheat in excellent condition. A large acreage of oats and barley have been sowed. Farmers are putting in cotton in the Panhandle due to high prices. Rains reported all over the state during the past week.—Transit Grain & Commission Co.

Fort Worth, Tex., Apr. 18.—There has been considerable uneasiness in the Wichita section with reference to the green bug. We are advised that the parasites have been overcome and the serious danger threatened is over. It is believed that the wheat crop in Texas is about as promising as it has been for a long time, altho the acreage will not exceed more than 65% of the normal crop. This condition does not apply in the extreme northwestern part of the state or in four or five counties in the Wichita section.—H. B. Dorsey' sec'y Texas Grain Dealers Ass'n.

Fort Worth, Tex., Apr. 14.—Condition of growing grain crop in Texas is all that could be desired. During the past week we have again had generous rains and many of our shippers are reporting ideal conditions. Some dealers place their estimates at 25,000,000 bus. wheat, but we feel that 15,000,000 to 18,000,000 bus. is nearer correct and would require perfect growing conditions.—Transit Grain & Commission Co.

Chicago, Ill., Apr. 16.—In the Panhandle of Texas, soil is in good condition. Preparations are being made for seeding of row and fall crops and oats are beginning to show good growth. Some of the fall planting was turned under account of insufficient moisture and will be planted in either spring wheat or kaffir, milo and other row crops. Western central, northern and northwestern Texas good rains fell about Mar. 27 and 28 and reports now indicate fine prospects for good wheat crop. An abundance of early grass is assured as a result of rain on March 28 between El Reno and Midland. Corn planting is progressing.

Eastern central and north central Texas conditions are very satisfactory. Wheat and oats progressing well. It is reported that freeze of Mar. 19 and 20 did considerable damage to oats in black land prairie sections in the northern part of the territory, but the acreage damaged is not large. Corn planting progressing and will be completed in about two weeks. Southwest Texas planting of corn about completed and in some sections crop is up and growing well. Oat crop improved by recent rains and prospects for a good yield are excellent. Milo, maize and stock feed planted and some of its coming up with prospects fine. Southern Texas corn crop above the ground was killed by recent freeze and in some sections washed out by the heavy rains which will necessitate replanting and farmers are buying seed corn for this purpose. Farmers are using fertilizer and reports indicate an increased acreage. Sowing of row crops retarded two or three weeks account heavy rains. Reports indicate 7,000 to 8,000 acres of potatoes planted in Eagle Lake-Wharton District of which 10 to 15% killed by frost and the crops will be two or three weeks late.—S. H. Johnson, V. P., C. R. I. & P. R. R.

### WISCONSIN.

Madison, Wis., Apr. 14.—The labor supply on Wisconsin farms was about 83 per cent of normal on Apr. 1. The effect of increased industrial employment in the Fox River Valley and in the Lake Shore counties is very apparent, the supply of farm labor in these counties being 70 per cent of normal. The need for farm labor on Apr. 1 has been less urgent than for past years due to weather conditions which have delayed spring work.—Crop Reporting Service.



## Government Report on Spring Planting.

Washington, D. C., April 20.—The Crop Reporting Board of the U. S. Department of Agriculture issues the following special report (the first of its kind), of farmers' intended plantings of the principal spring sown crops in 1923 compared with the acreage of such crops grown in 1922 also with the five-year average, 1918-22 and 1909-13.

**Spring Wheat** intentions have been affected by the late spring. Minnesota and South Dakota show a 12% decrease compared with 1922. North Dakota 4%. The far western States show about the same as last year. Montana reporting 6% less, and Washington 10% more. An increase of 50% in Nebraska is due to the planting of spring wheat on some of the abandoned winter wheat acreage. In Minnesota, North Dakota and South Dakota there will apparently be a strong shift to flax. For all states the 1923 acreage is 54.5% of 1922, and 83.8% of the 5-year average.

**Corn.**—The intended increase of 2.6% for corn over 1922, is due to heavy increase in the Western portion of the Corn Belt and in the far western states. A part of the increase will replace winter-killed wheat, especially in Kansas and Nebraska. The East North Central States show an increase of 3%, the West North Central States 8%, the increase in the far Western group is 20%. Slight decreases are shown for most southern states. For all states 102.6% of 1922, and 103.2% of the 5-year average.

**Oats.**—The intended increase in the United States of 2.6% in acreage of oats over 1922 results from increases of 6% in the East North Central states, 2% in the West North Central, 7% in the South Atlantic, 13% in the far Western, and 1% in the North Atlantic, with a 7% decrease in the South Central division. For all states 102.6% of 1922 and 97.8% of the 5-year average.

**Barley.**—The United States shows an intended increase of 5.7% in barley acreage, compared with 1922, the East North Central states showing an increase of 10%, and the West North Central states an increase of 8%. The far Western states show a decrease of 1%, a tendency to increase in the mountain states being offset by a decrease in California. For all states 105.7% of 1922, and 100.5% of the 5-year average.

**Flax.**—The 1923 flax acreage in the United States will be almost double the acreage of 1922, according to early intentions, Minnesota showing 190%, North Dakota 200%. South Dakota 225%, respectively, compared with last year. The change in Montana and other States is moderate. For all states 189% of 1922, and 162.7% of the 5-year average.

## Short Crops.

It's only a few years ago, 1917, when Nebraska raised 7,164,000 bus. winter wheat and Kansas only 45,290,000 bus. Present crop conditions would certainly indicate that the years of our big bumper crops are over; that we are now running into a cycle of years where normal yields may be expected and probably less than normal. If moisture does not come immediately Kansas will probably raise twenty-five to thirty million less than last year, with this same reduction in Nebraska's yield. Considerable wheat has already been plowed up in Western Nebraska and resown to barley and oats. Bad crop reports are also coming in from Ohio and Indiana.

A late sown wheat crop in the Northwest is always handicapped. There is a natural time for wheat to mature and be harvested. A crop that is several weeks late has not the strength or vitality to stand up under hot weather, and frost is also apt to hit a late crop in Canada.

Present prices for new crop options will not net the western farmer a dollar a bushel for his wheat. With all commodity prices and wages around the high point, a dollar a bushel for new crop wheat should not be out of line. The farmer is certainly entitled to share in our revived prosperity.

There are signs of export business coming to life again. The United Kingdom and the Continent will have to buy a large share of their grain requirements from this country for the next five months. They have been holding off but they will have to come to it.

Short crops mean good merchandising and consigning years. During the past five years we have had a land groaning with plenty—good export years, but poor for the merchandiser. Every section of our country had a surplus of supplies. Prosperity in the grain business is overdue. We believe the grain men will soon be enjoying the prosperity which now exists in every other branch of business in this country. —Marshall Hall Grain Co.

## Corn and Hogs.

Washington, D. C., Apr. 20.—The corn situation at this date is about normal, stocks on farms being almost exactly the same as the 5-year pre-war average. Between now and the time the new crop is harvested there will be some tendency toward corn shortage because of the larger number of hogs on feed.

Hog production has been heavy and is still in a state of expansion. Unless bad weather and other conditions have reduced the number of spring pigs to an unusual degree, the price of hogs may be depressed next fall and winter.

During the past winter more pounds of pork products were produced than in any previous winter in history, amounting to a 30 per cent increase over the preceding year.

The prospect which producers must face before a year has elapsed is the absorption by domestic and foreign consumers of a surplus of over six million hogs and 250 million pounds of stored products. This represents a surplus of over seven million hogs, approximately 12% above last year's production.—U. S. Dept. of Agriculture.

## Reduced Acreage of Wheat.

Proposed reduction of the 1924 wheat acreage, now being considered by several grain state officials, is the renewal of a question that has for years troubled American grain producers, declared John J. Stream, president of the Chicago Board of Trade.

"Similar attempts never have worked out because of the inability to make all producers agree. But despite the apparent impracticability of the plan, it is sane compared with many proposals now being advocated, some of which even take the form of bills before legislatures.

"The immediate and fundamental problem of the farmer is cheaper methods of production. Intensified farming, with material reduction in overhead costs, is necessary to meet the present situation. The farmer's distress is due to high cost of labor, machinery and practically everything used in the operation of the farm. Everything the farmer buys has gone up, while he must sell on a highly competitive market.

"In the last analysis it is found that acreage is regulated by the law of supply and demand. The natural law is that when prices are too low for a fair profit, the farmer plants less of that particular product; when prices are very high, production increases until there is again a natural readjustment. Those studying the acreage reduction proposal are very properly stressing one fact quite generally ignored by theorists who would regulate grain prices by law. It is that the price of wheat is not a domestic price but a world price. The wheat crops of the world are in sharp competition. The farmer's present trouble is due very largely to the fact that the European market on which he relied to take his surplus has been badly impaired."

ACREAGE of winter grain in Russia for 1922-23 is estimated at 70,000,000 acres. This is 18 per cent in excess of that of a year ago and 6 per cent above the total of two years ago.

## Pull Together.

Two fool Jackasses say: Get this dope,  
Were tied together with a piece of rope:  
Said one to the other, "You come my way  
While I take a nibble at the new mown hay."  
"I won't," said the other. "You come with me  
For I, too, have some hay, you see."  
So they got nowhere, just pawed the dirt,  
And, Oh, By Golly, that rope did hurt.  
Then they faced about, these stubborn mules,  
And said, "We're just like human fools.  
Let's pull together; I'll go YOUR way  
Then come with me, and we'll BOTH eat hay."  
Well, they ate their hay and liked it too,  
And swore to be comrades, good and true;  
As the sun went down they were heard to bray:  
"Ah! this is the end of a PERFECT day."  
Now get this LESSON, DON'T LET IT PASS,  
All men can copy from the poor Jackass,  
By pulling together; tis the ONLY way  
To put yourself on the map TO STAY.  
—Southworth & Co.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

McCammon, Ida., Apr. 12.—The grain is so thoroly bot up here that some has to be shipped in for seeding.—Moench Bros.

Leonard (Gilman p.o.), Ill., Apr. 20.—Corn is mostly shipped out of this territory.—Bert Van Weelde, mgr., Farmers Co-op. Co.

Bentley, Kan., Apr. 10.—Wheat is about all moved out of small elevators but large ones have a fair supply on hand. We are shipping in oats and have about enough corn to feed until harvest.—J. A. Armour.

Peoria, Ill., Apr. 12.—Receipts of grain at this market during March, compared with March, 1922, were as follows: Wheat, 92,400 and 220,400 bus.; corn, 1,601,750 and 1,657,435 bus.; oats, 1,401,600 and 981,700 bus.; rye, 10,800 and 20,200 bus.; barley, 23,800 and 40,600 bus.; millfeed, 31,040 and 18,360 tons. Shipments of grain during March, compared with March, 1922, were as follows: Wheat, 101,700 and 173,400 bus.; corn, 1,451,900 and 1,329,050 bus.; oats, 1,479,000 and 1,191,850 bus.; rye, 12,000 and 21,600 bus.; barley, 25,200 and 25,200 bus.; millfeed, 27,792 and 22,885 tons.

Madison, Wis., Apr. 14.—Four successive corn crops and pork prices better than corn prices encouraged farmers to keep more brood sows last year than this year. There were 6 per cent more brood sows on Wisconsin farms Apr. 1 a year ago than on the corresponding date the preceding year. This year's figure represents an increase of 7 per cent over that of last year. An increase of 6.7 per cent in the number of brood sows in the United States may prove an over-expansion of the hog business, and winter markets may find it difficult to absorb at a profitable price to farmers.—Livestock Reporting Service.

Winnipeg, Man., Apr. 16.—The total wheat crop revised to Mar. 30 for Manitoba, Saskatchewan and Alberta is 359,574,000 bus. Of this 261,768,000 is inspected to date; 3,500,000 bus. is in transit not inspected; 27,450,000 is in store at country points; 45,000,000 bus. is required for seed, feed and country mills and 21,856,000 bus. is yet in farmers hands. Oats inspected to date totals 34,546,000 bus.; in transit not inspected 1,222,000 bus.; in store at country points 10,300,000 bus.; and in farmers hands, 7,932,000 bus. Barley inspected to date is 14,418,000 bus.; in transit not inspected 219,000 bus.; in store at country points 2,742,000 bus.; and in farmers hands 2,291,000 bus. Flax inspected to date is 2,875,000 bus.; in transit not inspected 63,000 bus.; in store at country points 478,000 bus.; in farmers hands to market, 332,000 bus. Rye inspected to date is 10,864,000 bus.; in transit not inspected 75,000 bus.; in store at country points 1,525,000 bus.; and in farmers hands to market 860,000 bus. The crops yet to be marketed in Saskatchewan total 14,600,000 bus. wheat; 4,500,000 bus. oats; 800,000 bus. barley; 287,000 bus. flax, and 500,000 bus. rye. Crops yet to be marketed in Manitoba total 3,736,000 bus. wheat; 2,552,000 bus. oats; 1,432,000 bus. barley; 38,000 bus. flax; and 243,000 bus. rye. Crops yet to be marketed in Alberta total 3,520,000 bus. wheat; 880,000 bus. oats; 59,000 bus. barley; 7,000 bus. flax; and 117,000 bus. rye.—E. G. Jones, mgr., the Northwest Grain Dealers Ass'n.

## Ask Receiver for Co-operative Ass'n.

A receiver has been asked for the South Idaho branch of the Idaho Wheat Growers Ass'n on a petition to the district court of Pocatello, Ida., by the Northwest Wheat Growers Ass'n of Portland, Ore., and Minneapolis, Minn.

The petitioners allege that funds received from the sale of wheat by the South Idaho branch was used for the purchase of warehouses and for warehouse operations to such an extent that the organization will be unable to make proper settlement with its members.



# South Dakota's New Warehouse Law

While there is some doubt as to the exact provisions of all sections of South Dakota's new warehouse law, there is no doubt that it is intended to make it mandatory upon all operators of elevators and flour mills to become public warehousemen and take out a license under the State Board of Railroad Commissioners, to which they shall give a bond and monthly reports of the grain received and remaining in store.

The loose verbiage of the law would also permit of the Commission to require public warehouse men under the law to render to it reports on the private and personal affairs of the warehouse operator. Naturally South Dakota elevator operators are up in arms. If the Railroad Commission fixes the storage rates at a low figure, it may result in the confiscation of much property which has brought a well earned living to the grain dealers of South Dakota.

In the absence of any organized opposition to Senate bill No. 110 the Legislators were led to believe by its promoters that it would effect only grain growers and grain dealers and inasmuch as both classes were in favor of the law the Legislators should let them have it. So many of the wise statesmen voted for the bill without even reading it, it got by both houses without discussion.

The grain dealers of the state are united in their opposition to the iniquitous law, and doubtless will put up a strong fight against its enforcement. Heretofore state Legislators have been content with requiring those elevator operators who were storing grain of different owners to take out a license and become public warehouse men, but Senate Bill 110 goes farther and requires men to engage in the public warehouse business who never have stored grain and have no desire to store grain of others. Many operators of country elevators have so few bins or such small handling facilities that it is extremely expensive for them to attempt to do a public warehouse business. A public warehouseman must deliver out the grade, kind and quality of grain received. Hence he must not mix grain of different qualities.

If the law is enforced it will, in conjunction with other laws now on the statute books, force the elevator owners to permit the use of their storage facilities for the promotion of grain pools. Our surmise is that before the average grain man will permit the conversion of his property to the use of the grafting promoters of pools they will lock them up and load all grain purchased direct into cars. The law as it is said to have been enacted follows:

## Senate Bill No. 110.

Introduced by Joint Committee on Agriculture. A Bill for an Act Entitled, an Act to Amend Sections 9748, 9749, 9750, 9751, 9752, 9753, 9754, 9755, 9763 and 9764 of the Revised Code of 1919, Relating to Public Warehouses. Be It Enacted by the Legislature of the State of South Dakota:

Section 1. That Section 9748 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Definition.** All elevators, flour mills purchasing grain for re-shipment and warehouses in this state wherein and whereat grain is purchased, received or handled, are hereby declared to be public warehouses

Sec. 2. That Section 9749 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Storing Grain Defined.** Whenever any lessee, owner, or manager of any public warehouse, as in this article defined, located in this state shall receive grain into such warehouse and the same is not purchased and paid for by the lessee, owner or manager of such warehouse

at the time such grain has been weighed in and delivered to such warehouse, such grain shall constitute stored grain.

Sec. 3. That Section 9750 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**License.** It shall be unlawful for the owner, lessee or manager of any warehouse, as defined in this article, to transact any business as such until a license has been procured from the Board of Railroad Commissioners permitting such owner, lessee or manager to transact the business of a public warehouseman, and has furnished a bond, which has been approved and filed by said Board, which license shall be issued by such board upon a written application which shall set forth the location, name and capacity of such warehouse, and the individual name of each person interested as owner or principal in the management of the same; or if the warehouse be owned or managed by a corporation, the name of the president, secretary and treasurer of such corporation shall be stated, and such license shall give authority to conduct the business of a public warehouse, in accordance with the laws of this state.

Every such license shall expire on the first day of August next following the issuance thereof and the Board of Railroad Commissioners may at any time for good cause shown, in its discretion, revoke any warehouseman's license, but such warehouseman shall have the right to appeal from such decision in the same manner as now provided by law for the review of final decision made by the Board of Railroad Commissioners in other cases.

Sec. 4. That Section 9751 of the South Dakota Revised Code be and the same is hereby amended to read as follows:

**Amount of Bond, Monthly Reports and Insurance.** The owner, lessee or manager of any public warehouse in this state shall, before receiving a license to do and perform the business of warehouseman as defined in this article, file with the Board of Railroad Commissioners a sufficient bond, running to the State of South Dakota, with good and sufficient sureties, conditioned for the faithful performance of his duties as a public warehouseman and full and unreserved compliance with all the laws of this state in relation thereto. Where the capacity of the warehouse does not exceed ten thousand bushels, the amount of the bond shall be three thousand dollars, and three thousand dollars for each additional ten thousand bushels capacity or fraction thereof.

It is hereby required that the owner, lessee or manager of any public warehouse shall, on the first day of each month, make written reports, under oath, to the Board of Railroad Commissioners, upon forms to be prepared by such Board, which reports shall show the amount in bushels of each kind of grain that said warehouse has in storage at the date of such report, together with the price per bushel which such warehouse, upon such date, is offering for grain of like grade and kind. Said report shall also show the total value of the different kinds of grain held in storage, together with the amount thereof which is in storage in a bonded warehouse located in this state or which has been shipped to and is in storage in a bonded warehouse located in some terminal market, together with the name, address and location of such terminal warehouse. Such information shall not be divulged by the Board. When the value of all of the grain held in storage by the warehouse making such report as shown thereon shall exceed the amount of the bond already furnished by such warehouse, it shall be the duty of the owner, lessee or manager of such warehouse to forthwith furnish an additional bond, the amount of which additional bond, together with the

amount of the bond originally furnished, shall equal in amount the value of all grain held by such warehouse in storage. A fee of one dollar shall be paid for each license by the person applying for the same.

Sec. 5. That Section 9752 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Unlawful Combinations.** It shall be unlawful for any warehouseman, company or corporation engaged in the purchase and storage of grain, subject to the provisions of this article, to enter into any contract, agreement or combination with any other warehouse, company or corporation for pooling in the purchase and storage of grain by different and competing warehousemen, companies or corporations to divide between them the aggregate or net proceeds of margins or profits resulting from their business as warehousemen, or any portion thereof, and in any case of such contract, agreement or combination for such pooling of their business as warehousemen, each day of its continuance shall be deemed a separate offense.

Sec. 6. That Section 9753 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Public Warehouse Receipts.** It shall be the duty of every lessee, owner or manager of any public warehouse operated in this state to receive for storage all grain offered for such purpose at such warehouse, except corn, which at the time of such offer may be in suitable condition for storage and which is tendered in the usual course of business, except when the capacity of such warehouse to receive such grain is exhausted and the owner, lessee or manager of such warehouse is prevented from shipping the grain to a terminal market by inability to obtain cars for shipment or some other valid cause rendering the receiving of such grain impossible and over which the owner, lessee or manager has no control. Such warehouseman shall give a receipt for the grain so received, which shall bear a date corresponding with the receipt of the grain and shall state upon its face the quality and grade fixed upon the same, also the amount deducted for dirt and cleaning and shall state such so received for storage is insured against loss by fire and tornado. "Provided, that when corn is voluntarily received for storage by any public warehouse it shall be subject to all the provisions hereof, except that the lessee, owner or manager of any public warehouse may, if so authorized by the Board of Railroad Commissioners, include in its storage receipt a provision requiring that when such storage receipt is issued for shelled corn the owner shall either sell same or accept re-delivery thereof not later than April 30th following."

All warehouse receipts issued for grain received shall be consecutively numbered, and no two receipts bearing the same number and series shall be issued during the same year. No warehouse receipt shall be issued except upon actual delivery of grain into such warehouse; Provided, that the owner of any such warehouse may include in its receipts, and make a part thereof, a provision that in the event of conditions arising that would prevent such warehouse from delivering the grain covered by such receipts at the warehouse, it shall have the right to make the delivery at the terminal market which the owner of such receipts may designate, where such warehouse ships its grain, provided the holder of such storage receipts shall pay the storage and handling charges established by the Board of Railroad Commissioners of this state, and the regular freight charges on the gross amount called for by such receipts. Regular freight charges that were effective at date when grain was first weighed in and stored shall govern on re-deliveries. No such warehouseman shall insert into any warehouse receipt issued by him any language in anywise limiting or modifying his liability as imposed by the laws of this state.

[Concluded on page 534.]



# Sioux City Entertains Western Grain Dealers Ass'n

The Twenty-third Annual Convention of the Western Grain Dealers Ass'n was called to order in the Convention Hall of Hotel Martin on the morning of April 17th, by Vice-President J. R. Murrel, Jr., of Cedar Rapids.

The dealers were led in singing popular airs by Henry Rumsey of Chicago.

A. B. Darling, president of the Chamber of Commerce, welcomed the dealers to the city, and the chairman thanked him.

Secretary Geo. A. Wells delivered a reminiscent review of the work done by the Association from which we quote the following:

## Secretary's Report.

This convention is the twenty-third anniversary of the Western Grain Dealers Ass'n which was organized in 1900. This is also the twenty-third anniversary of my services as its secretary, nearly a quarter of a century.

**Membership:** We have approximately five hundred members in this Association. This membership has been very consistently maintained since the first years of the organization and it has been done without very strenuous efforts, altho there are in fact very few of the original members now on the membership roll. Father Time has taken his toll.

In this connection I desire to say with much satisfaction that the membership has been exceedingly loyal through all these twenty-three years and the annual dues of this Ass'n have always been paid in a very satisfactory manner. The annual dues are \$12, payable \$3 quarterly. This includes affiliated membership in the Grain Dealers' National Ass'n. I believe this is the lowest cost of membership dues of any similar grain trade organization.

The value of this Association in the mind of the grain dealer depends largely upon his breadth of vision and personal interest in the general welfare of the trade and his desire to assist in promoting and maintaining ethical grain trade principles and equitable trade rules.

**Arbitration:** At the annual convention of the Grain Dealers' National Ass'n held at Des Moines in 1901 I read a paper in which I urged that Ass'n to give the matter of arbitration serious consideration and make it one of the foundation principles of grain trade organization. From that time on arbitration committees of the Grain Dealers' National Ass'n and other grain trade organizations have taken care of grain trade controversies to such an extent that such controversies now seldom appear in the courts.

**Prestige and Influence** reasonably exercised is a valuable asset to an organization such as this. During the past twenty-three years we have demonstrated this in many instances in dealing with matters relating to transportation, terminal markets and legislation.

My position as Secretary of this Ass'n during all of these years has kept me in such close relation with the country grain dealer, individually and collectively, that it has become second nature for me to be extremely sensitive in regard to any conditions that arise affecting the grain trade and particularly the country grain dealer and when such conditions are positively unfavorable I have usually taken the liberty of assuming the responsibility of taking action without formal consideration by the Ass'n.

**Retrospection.** During the past quarter of a century there have been changes in grain trade conditions as well as in the personnel of the grain trade. A brief review of these changes might be of interest at this time.

Twenty-five years ago flat warehouses, horsepower and steam power elevators were in common use. Gasoline power had just passed the experimental stage for use in country elevators. It now has had its day and electricity is rapidly replacing it. It is a long stride of improvement from the days when the farmers delivered grain in bags at flat warehouses to the present day of modern constructed and equipped elevators which a man may almost operate in his Sunday go to meeting clothes without soiling them.

Twenty-five years ago the country grain trade was not organized in this territory and much of the business was done by scoop shovel shippers. Many of the country elevators were operated by terminal market line elevator companies that were closely allied with railroad interests. Those were the days of rebates to favored shippers and the railroads were in fact directly engaged in the country elevator grain business. Each railroad company was closely allied with one or more terminal market line elevator com-

pany for the purpose of controlling the business in competition with competing roads. In fact to some extent the railroads built and owned the elevators which were leased to the elevator companies at a nominal rental.

**Railroad competition** at junction points was terrific in those early days. I recall one instance particularly when the Chicago Great Western Railroad Company actually hauled grain out of Eagle Grove free of freight charges to the line elevator company who operated the elevator on its road at that station in order to take the business away from the C. & N. W. Ry. Co. Such conditions prevailed at most junction points throughout the state of Iowa and was exceedingly demoralizing, particularly to the shipper that was not included in the favored class.

Among the first efforts in my work as Secretary of the Ass'n was an attempt to stabilize the railroad rate situation. I received a letter one day from a railroad official asking me as to what in my opinion might be the relation between this Ass'n and the railroads and invited me to come to Chicago and reply in person, which I did.

After considerable discussion in regard to the general situation relating to railroad competition at junction points he called his stenographer and dictated a letter to his general superintendent. He handed me a copy of the letter and said "that letter states definitely and clearly our position in the matter and what we shall do hereafter" and he suggested that I submit the letter to the officials of the other railroads operating in Iowa and say to them that the C. & N. W. Ry. Co. will positively live up to the statements made in that letter. I did so and found the officials of the other railroads perfectly agreeable to the proposition and the result was that the railroads absolutely discontinued cutting rates at junction points.

I am egotistical enough to say that that one job of work by this Ass'n was of sufficient benefit to certain members of the grain trade, many of whom did not have membership in the Ass'n, to have paid their dues for the entire twenty-three years. It resulted in stabilizing the railroad grain rates in this state and gave an equal opportunity for every grain dealer to maintain a buying margin so far as rates were concerned.

**Twenty-three years ago** railroad claims were paid largely as a subterfuge for rebates to favored shippers and the railroad claim departments disclaimed all liability for unreasonable delay in transit.

In 1911 this Ass'n assumed responsibility and successfully enforced the collection of nearly fifteen thousand dollars in claims for delay in transit through court proceedings and state legislation and thereby established the legal liability of the carrier for damage on account of delay in transit and such liability has since been and is now recognized by the carriers.

Twenty-three years ago the rental charge for elevator site leases was nominally one to five dollars and the country elevator was practically recognized as a part of transportation. Large terminal elevators were built at terminal markets by the railroads and leased to large grain buying corporations at a nominal rental.

A few years ago Congress ordered the Interstate Commerce Commission to make an investigation of the relations between the large terminal elevator companies and the railroads and after final hearings ordered the railroads to charge a reasonable rental on all such leased properties, including elevator sites in country stations.

Acting under the order of the Interstate Commerce Commission the railroads immediately began increasing the rental charges for elevator sites that had previously been nominal of from one to five dollars to as much as eighty-five dollars, which seemed excessive considering the fact that the country elevator performs a certain service in storing and loading grain that is directly beneficial to the railroads and in fact is and should be recognized as a part of transportation.

In 1913 the Legislative Committee of this Ass'n prepared a bill governing the settlement of disputes over leases which was enacted into law.

The Stacyville Grain & Coal Co. of Stacyville, Iowa, in August, 1918, filed a petition with the Iowa Board of Railroad Commissioners under the provision of the above Statute in complaint against the Illinois Central Railroad Co. on account of excessive rental charges for elevator and coal shed site. The Illinois Central Railroad Co. was demanding a rental of \$85 per annum and in November, 1919, the Iowa Board of Railroad Commissioners made a ruling in the case fixing the rental value at \$12 per annum, which is 6% on a valuation of \$200.

The railroads, operating in Iowa have recognized the ruling of the Interstate Commerce Commission in the Stacyville Grain & Coal Co. case to the extent that they are now charging 6% on the valuation. There is, however, more or less controversy as to valuation and which must necessarily be determined by appraisal and compromise. In this matter I feel that the Western Grain Dealers' Ass'n has won a victory that will save every grain dealer in Iowa more than enough to pay his dues in this Ass'n each year as compared with what would have been charged if this Ass'n had not secured the enactment of the law.

Last year I addressed the Annual Conventions of the Illinois Grain Dealers Ass'n at Peoria and the Kansas Grain Dealers at Wichita with a result that each of these Ass'ns presented bills to their respective Legislatures and that the Bill has already passed the Kansas Legislature. I am sure that in this connection this Ass'n has been of some benefit to the grain trade outside of the State of Iowa.

**Twenty-three years ago** there was no public supervision of weights at any of the primary markets except at Chicago. Carload dockage ranging from 300 pounds upwards was taken from each car of grain unloaded at the elevators. There were no regulations as to the sweeping of cars and in fact a well established system of stealage usually existed in connection with car sweeping. There was no watchman service and cars were without perfect car seal protection. Stealage of grain in railroad yards was general and the weighing of the grain in the terminal elevators was largely dishonest and unreliable.

**H. A. Foss:** A review of terminal market weighing conditions would be altogether incomplete without a tribute to the memory of the stalwart Weighmaster, Henry Augustus Foss, so well known to the grain trade through the entire country as "Gus Foss," who died suddenly at his home in Chicago, December 20th, 1922.

"Gus Foss" in character was a "diamond in the rough." He was always extravagant in his love for and his loyalty to his friends, but he hated a liar and a crook. It was my privilege to enjoy his confidential friendship for nearly twenty-three years. We knew and understood each other thoroughly and we had much in common together in connection with our work. In his death the Grain Trade has suffered the loss not only of the efficient service which he rendered as Chief Weighmaster, but the service also which he rendered to the Grain Trade in the standard of ideals in relation to improvement in terminal market weights and general conditions relating thereto.

"Gus Foss" was appointed Chief Weighmaster of the Chicago Board of Trade about two years prior to the time that I was appointed Secretary of this Association. Soon after beginning my work I began to investigate the question of carload dockage in terminal markets and my Chicago letters were addressed to H. A. Foss, Chief Weighmaster of the Chicago Board of Trade.

For some time I failed to receive a satisfactory reply and I had not at that time become personally acquainted with "Mr. Foss." Not long after the correspondence between us had begun I attended a Convention of the Grain Dealers National Ass'n and a gentleman approached me in the lobby of the hotel and asked me if I was George Wells, and I told him that I was. He quite bluntly stated that his name was "Gus Foss," and that he had received several letters from me which he had not answered very conclusively, but he said I want you to come up to my room with me and I will answer those letters.

We went to his room and he told me in detail that he had taken the question of carload dockage up with the Directors of the Chicago Board of Trade and told them that they must come to a decision in the matter as he felt that he must advise conclusively in reply to my letters.

Now he said the Board of Trade has decided to abolish the practice of car load dockage and I want you to understand that so long as I am chief weighmaster of the Chicago Board of Trade that the weight certificate of my department will indicate absolutely and accurately the correct weights of each car of grain unloaded and weighed under the supervision of my department. And furthermore I want you to come to Chicago and spend not less than a week or ten days with me for the purpose of inspecting the methods of our supervision of weighing in every terminal elevator in Chicago and I also want you to go with me through the railroad yards in order that you may have a clear understanding of all the conditions with which we have to contend.

I accepted his invitation and enjoyed the hospitality of his home while there and this instance marked the beginning of our acquaintance which continued intimately through the remaining years of his life.

**Inspection:** Twenty-three years ago there was no uniform standard of grain inspection and no general authority of supervision. Each terminal market had its own standards that were established to a greater or less extent upon a competitive basis.

The Grain Dealers' National Ass'n organized



an association of the chief grain inspectors of the different markets for the purpose of undertaking to work out uniformity in standards, which was done, but with no general authority to enforce the use of them and there was more or less variation in markets.

It was finally decided that there should be federal supervision by the Department of Agriculture of grain inspection and federal standards established. I served as a member of the Legislative Committee of the Grain Dealers' National Ass'n, which committee has much to do in the preparation of the bill that was finally enacted by Congress which provided for the present system of Federal supervision and establishment of uniform standards of grain grades.

The scope of opportunities for work by trade organizations has during the past ten or fifteen years been materially restricted and for some years trade organizations have been under suspicion by the public, investigated from time to time by Congress, the Department of Justice and the Department of Trade and Commerce. The Sherman Anti-Trust Law, which was enacted in 1890, having been construed as authorizing such investigations.

It is the opinion of good authority that the original purpose of the Sherman Anti-Trust Law of 1890 was to break up the great trusts and monopolies of that day which had grown up and become established largely through transportation rebates and favoritism and that in fact on the other hand the framers of the Sherman Anti-Trust Law intended to assist and encourage the growth and independence of small enterprises.

The Federal Trade Commission Law enacted in 1914 was originally intended for the purpose of correcting the situation arising out of the misconstruction of the Sherman Anti-Trust Law. It was the purpose of the Federal Trade Commission Law to clear up questions of uncertainty in the Sherman Anti-Trust Law and to give assistance to the business men of the country in that connection.

Instead of doing this the Federal Trade Commission previous to the present administration has pursued what has seemed to be the opposite policy and in fact has antagonized all commercial enterprises applying to the provisions of the Sherman Anti-Trust Law in a technical and unreasonable manner and to such an extent that the result has been positively to effect a restraint of trade which the Sherman Anti-Trust Law was originally intended to prevent.

This situation has been recognized by Mr. Hoover, the present Secretary of the Department of Trade and Commerce, in his statement before the National Association of Manufacturers on May 10th, 1922.

**Commercial Co-operation:** Some of us may feel opposed to any thought involving the idea of co-operation. I am inclined to feel, however, that since transportation regulations and charges and other commercial conditions have become to a large extent stabilized and the opportunity of special privilege largely eliminated that there is a line which may be quite definitely drawn as to the reasonable profit earning basis and that merchants in any line should be permitted to co-operate in order to maintain such reasonable profit earning basis and that the Sherman Anti-Trust Law should not apply unless it is found by proper investigation that the margin of profit taken is unreasonable. In other words, that there would not be a violation of the anti-trust law unless the profits taken would be found as unreasonable.

Under the provisions of the Sherman Anti-Trust Law as now construed for example, two grain dealers may not discuss the prices that each is paying for grain without technically violating the law and it is practically impossible for grain dealers or any other class of merchants to co-operate in any manner that may have the remotest effect of an understanding as to prices.

There is a clamor from certain quarters for the elimination of the merchant and the middleman. Those who advocate such an idea fail to appreciate the value of the individual initiative energy and courage that must be exercised by the merchant if he would succeed in business.

I recently attended the annual convention of a Farmers Co-operative Elevator Ass'n and listened to one of their leaders who strongly advocated the necessity of employing men who had experience and were efficient in the grain business to manage the co-operative elevator business and he emphasized the idea that a Board of Directors composed of farmers were not competent to manage the details of an elevator business.

Following this line of thought further and considering the human element that is involved we must all admit that men who possess individual initiative courage and energy are naturally ambitious to engage in business on their own account and I am inclined to feel that a better service is rendered by the efficient individual merchant doing business on his own account than is rendered under the co-operative system where it is only natural for men to become indifferent to success, having no further prospect for personal gain other than the salary. On the other hand, merchants and middlemen must face the fact that it is absolutely necessary if they are to succeed under the

competitive system to excel in giving service to their patrons and customers and to demonstrate the Rotarian idea, "He profits most who serves best."

Vice-President Murrel appointed as Committee on Resolutions, J. A. King, Des Moines; B. O. Holmquist, Omaha; and J. K. McGonagle, Washta.

As Committee on Nominations, L. N. Larson, Rolfe; C. L. Knox, Casey; R. A. Fraser, Nevada.

Adjourned for luncheon.

### Tuesday Afternoon Session.

The second session was started with singing by the audience led by Henry A. Rumsey and accompanied by the Ladies' Orchestra of Hotel Martin.

Sec'y Wells introduced H. W. Raymond of Chicago, who outlined the workmen's compensation law of Iowa. It is up to all employers of labor to carry insurance against accidents to their employees. The Iowa law provides for \$15 per week for 300 weeks or 60% of his weekly wage to the injured employee.

The South Dakota law is similar to Iowa. Industrial accidents can not be controlled, they just happen.

If you are not already protected it is up to you to get insurance against accidents to your employees.

Fred E. Watkins, Pres. of the Grain Dealers Nat'l Ass'n in addressing the dealers invited all to attend the annual meeting in Des Moines in October.

In reviewing the work of the Ass'n he spoke with pride of the trade rules and the arbitration of trade differences.

In referring to the unrest of the agriculturalists he cited as causes the reduced foreign demand for farm products and depressed prices, the inflation of farm credits, the selfish promoters and agitators, the unfair farm press, the biased agents of the Agricultural Dept.

No doubt the Farm Bloc will persist in urging the enactment of much of the radical legislation which failed to win the approval of the last congress.

The grain pools have all failed and the new ones must be expected to fail. The establishment of large federal warehouses throughout the grain surplus states is unnecessary, as the existing facilities are more than necessary to meet the demands for storage.

One-seventh of the annual income of the citizens of the country is paid in taxes for government. The useless Federal Trade Commission now employs 400 at an expense of a million a year. We work about seven and a half weeks each year to support the Government. Industry has its limitations and can not stand for an indefinite increase in the army of government sinecures. We must call a halt. We have many radical agitators who are ever seeking to drive us into socialism and unless the sober-minded thinking men rise and take an active interest in government our nation will perish.

E. C. Osman of Chicago read a paper on Paternalism, Progressivism, Class Collectivism and Socialism and sounded a warning.

J. K. McGonagle of Washta was called upon to tell the dealers about Pests—Insects and Humans. His interesting address appears elsewhere in this number.

### State Warehouse Laws.

In discussing the Iowa law Geo. A. Wells said: The law is not mandatory and no warehouse licenses have been issued under the law. I do not know that such a law would be constitutional in Iowa.

The promotion of the public warehouse legislation seems to emanate from the friends of pooling. They wish to use your elevator facilities to market pooled grain whether you are willing or not.

J. W. Holmquist of Omaha: The Nebraska Warehouse law adopted seven years ago is not mandatory so no licenses have been asked or granted. Each new legislature has witnessed new attempts to make the law manda-

tory but without results. However, the prospect is that the present legislature may change the law. If it becomes necessary for all elevators to take out a license it will make it necessary for each elevator operator to file a complete detailed statement of his financial condition. This would disclose weakness and close up a number of houses. The law would establish a fixed rate of storage for grain received from wagons and limit the storage to 15 days.

It behooves grain elevator operators to watch all such legislation.

J. T. Scroggs of Sioux City in telling of the South Dakota law said that it is hoped to promote pooling thru the public warehouse laws. Senate bill 110 was enacted solely for this purpose. It may interest you to know that in Idaho the regular dealers paid farmers 64½¢ to \$1.04½ per bushel for wheat at pooling stations, while the pool paid the farmers at end of the season only 60 cents.

I will read the compulsory storage law of South Dakota.

No grain elevator man would voluntarily enter into the storage of grain under the conditions made compulsory by the law.

Mr. Townley has given up his Nonpartisan League and moved to South Dakota, where he is preparing to take advantage of this new law. He is soliciting memberships at \$4, with quarterly dues of \$4 per year.

I think we should enjoin the enforcement of the law and get up a petition for a referendum vote. It requires but 5% of the voters to have a new law submitted to a vote of the people.

The bills Nos. 110 and 138 were passed by a large vote because the legislators were assured that they affected the grain growers and grain elevator operators only and both were agreeable. Of course this was misrepresentation.

The day I heard of the proposed law I went to Pierre and after much difficulty got an audience. I showed the leaders that shelled corn of some crops could not be safely stored anywhere so they excluded corn.

I think all South Dakota dealers should meet at my office in the morning and formulate some plan of action for preventing the enforcement of these burdensome laws.

Adjourned to Wednesday morning.

### South Dakota Dealers Meet.

Wednesday morning twenty South Dakota elevator operators met in the office of Mr. Scroggs in the Grain Exchange, but not having copies of the laws which were known to be correct as passed they appointed a committee to obtain correct copies and meet in Sioux Falls April 20th to decide upon a proper course of action to obtain relief from the regulations of Nos. 110 and 138.

All seemed to favor opposing the unfair laws in every way practical.

### Wednesday Morning Session.

The third session, like all the others, was opened with singing.

Frank Robotka of the Department of Economics of the Iowa State College addressed the dealers on "The Cost of Operating Country Elevators." He exhibited a number of charts which he said reflected the information he had collected from questionnaires sent out to co-operative elevators of the state. He stated that the difference between the prices paid the producer and charged the consumer was increasing. Notwithstanding that fact the small profit realized from the operation of country elevators was diminishing and the operators of lines of country elevators were selling out. He found that in many stations side lines were replacing grain merchandising. He doubted that any one agency would ever market all the grain.

The cost of constructing grain elevators ranged from 22¢ to \$1.00 plus per bushel. The amount of grain handled by the elevators reporting showed that on the average they used the storage room of their plants



seven and a half times per season. While some dealers had attempted to reduce the expenses of operation, it was doubtful if all such reductions effected a real economy in the marketing of grain.

J. A. Schmitz, Chicago Board of Trade Weighmaster, addressed the dealers on Weights from a Weighmaster's Viewpoint, which will be found elsewhere in this number.

Henry A. Rumsey of the Chicago Board of Trade Radio Committee said that the Board was installing the best sending apparatus obtainable with the hope of insuring official market quotations to anyone who desired to install a radio receiving set and that as soon as the new towers were completed, dealers at far distant points would be able to get the market quotations direct without the services of relay stations.

The purpose of the Board of Trade in installing the radio broadcasting equipment was with the hope that the public would become convinced that the Board of Trade is not a closed corporation and that the trades made on its trading floor are open to all. The Board wants and will try to win the good will of the public as well as educate the public to the service performed by the Exchange.

Mr. Hoover says that the dissemination of market information is most important and we should have regulations that will facilitate the broadcasting of the markets to the furthest points without any interference.

We shall strive to give you reliable service at all times. When you fail to get the markets promptly please advise us.

Adolph Gerstenberg, chairman of the Grain Com'ite, in discussing the grading at Chicago, said, that all of the Board of Trade moisture testers are heated by gas of uniform pressure so that uniform tests are assured.

Testers heated by electricity can not give uniform results because of varying voltage. On dark days every one needs the electricity for illumination and it requires much longer to conduct a moisture test by electrical heat. I know little about the tests made by alcohol or gasoline.

In order to secure uniform results you must have uniform conditions and treatment of the sample under consideration.

All the outer inspection yards of Chicago may be abandoned. It seems difficult to obtain uniform results there at all times. It is not the fault of the men but of the equipment.

If these outer yard inspections are discontinued it may result in some delay in getting your grain onto the market.

Guy Thomas of Minneapolis addressed the dealers on the Eat More Wheat campaign. He pointed out that if we could consume the wheat now exported we would boost the price and help the producers.

Adjourned for luncheon.

## Wednesday Afternoon Session.

The fourth and last session was opened by the singing of popular songs in which the dealers were lead by Henry Rumsey, assisted by the ladies of the hotel orchestra.

J. A. King, Des Moines, read an instructive paper on the Fire Hazards of Grain Elevators which is published elsewhere in this number.

P. H. Rasmussen, Des Moines, addressed the dealers in the interest of fireproof roofing.

W. A. Hughes, Cedar Rapids, recommended that elevators be covered with the best fire resistive roofing obtainable. Asbestos roofing 4 ply will cost less than wood shingles. You must have tight sheathing. Asbestos shingles can be laid over wood shingles, but roll asbestos will not give satisfaction over wood shingles.

The labor cost of laying asbestos shingles of the honey comb type on a new elevator is less than wood shingles and the cost of fire insurance is much less. Asbestos 4-ply B

shingles will cost \$10 per square and can be laid for \$1.50. The value of grain elevators and their contents is so great no owner can afford to take chances on roof being ignited by sparks from passing locomotives.

Geo. A. Wells: The fire losses prove we have not been charging an adequate rate for wood shingles. Houses must be painted and kept in better condition. Our inspectors will start shortly to go over all our risks and no doubt we will be compelled to cancel a number of policies unless policyholders will place their properties in better condition.

## Railroad Leases.

Sec'y Wells in opening the discussion of this subject said the Illinois Central R. R. has persistently ignored the rulings of the Iowa Railroad Commission in the famous Staceyville case. The lease for the elevator site covered by that decision has never been signed and no rent has been paid. The Illinois Central is the only railroad that has insisted on charging extortionate rentals and track maintenance charges. After you have signed the lease you have a contract to fill and must abide by it.

The principle of paying for a side track used by others is unfair.

A vote of Illinois Central shippers recommended another letter be sent out by the secretary urging them not to sign leases calling for the payment of heavy track maintenance charges or for ground rentals on any basis other than that fixed by the Railroad Com'n, i. e., 6% on a fair valuation.

J. A. King of the Resolution Com'ite presented the following resolutions which were adopted:

## Resolutions.

### Urge Elevators Be Covered with Non-Combustible Materials.

WHEREAS, Fire losses are increasing, caused by locomotive sparks igniting grain elevators and other buildings situated near the railroads, and

WHEREAS, Such increase is no doubt partly on account of added age, making wood shingled roofs more inflammable, and

WHEREAS, The increased losses from that cause amount to such sum as to make it impracticable to impose a sufficient additional rate for shingled roof to realize enough increase in premiums to cover a just proportion of the losses caused by sparks on combustible roofs, and

WHEREAS, It is not equitable for those members whose property is without such hazard to be required to pay an increased rate to provide income to cover such losses; therefore be it

RESOLVED, That as a matter of equity and for their own protection, all owners of grain elevators whose property is insured in the Western Grain Dealers Mutual Fire Insurance Co., and which elevators and other buildings now have shingled roofs, are hereby requested and urged to replace such roofs with non-combustible material at their earliest possible convenience.

### Ask Reduction in Commissions.

WHEREAS, In consequence of the general inflation in prices and particularly of farm products during the time of the world war, the charges for commissions for handling grain and other products in the terminal markets were correspondingly enhanced, and

WHEREAS, The prices of grain and other farm products are now greatly reduced and are in fact so low as to not afford a profit to the producer, therefore be it

RESOLVED, That a reduction is now justified to be made in the charges for commissions now prevailing in the terminal markets on cash and future transactions. That the members of the Western Grain Dealers Ass'n believe that some reduction should now be made in such commission charges and respectfully urge that the exchanges in the several terminal markets give this matter early attention with the view of making such reduction.

### Ask Appointment of Experienced Scale Inspector.

WHEREAS, The condition and correctness of the scales in use by grain and coal dealers is of such large importance to them and to their patrons, and

WHEREAS, That the dealers may know and that their patrons may be entirely satisfied the weights of the commodities handled shall be right, it is necessary that the scales be fre-

quently inspected by a fully competent inspector and to be competent to properly determine the condition of such scales he should have thorough knowledge of the construction of such scale in all its parts, and

WHEREAS, The dealer may be saved expense and loss of time and business if corrections and minor repairs are made without sending the scale elsewhere for such correction, and minor repairs to be made, therefore be it

RESOLVED, That the members of the Western Grain Dealers' Ass'n respectfully request the state secretary of agriculture in making his appointments of scale inspectors to appoint a man for the special work of inspecting wagon and dump scales, used in handling those commodities, who has the knowledge and experience to particularly fit him for this work.

### Eat More Wheat Campaign.

RESOLVED, That the Western Grain Dealers' Ass'n pledges its support to an effort to consume the surplus of wheat grown in this country and now shipped abroad, which accomplishment means added health and saving to the consumer and the measure of national prosperity that will come through the betterment not only of the 2,000,000 farmers who grow wheat, but of all producers of primary farm products which enter into the manufacture of wheat products and which are companion foods in consumption.

### Appreciation.

The members of the Western Grain Dealers' Ass'n acknowledge their appreciation of the information received and increased pleasure enjoyed in consequence of the able and interesting addresses delivered by the several speakers who so kindly gave of their time and efforts to add to the benefits and enjoyment of the meeting.

The cordial welcome extended by the Grain Dealers of Sioux City and the many courtesies and careful attentions to our needs extended to us have our hearty commendation.

The excellent banquet and enjoyable entertainment accorded us by the Board of Trade and Sioux City Grain Exchange of Sioux City was very gratifying and highly appreciated. When we adjourn this meeting and return to our respective homes it will be with desire and hope again to hold our annual convention in Sioux City.

### IN MEMORIAM.

RESOLVED, By the members of the Western Grain Dealers' Ass'n assembled in annual convention at Sioux City, Iowa, that by the sudden and untimely death of Mr. H. A. Foss of Chicago the grain trade lost a valuable and highly respected member. Mr. Foss, during all the years since this association was first organized, was a regular attendant at its annual conventions. By his genial personality he added much to the pleasure of the meetings and from his large fund of information, particularly relating to weights and terminal market methods, which he painstakingly imparted to the members at our meetings; he did much to increase our knowledge of the grain business. His absence now is and at future meetings of this association will be the cause of sad regret.

Mr. Foss as Chief Weighmaster of the Board of Trade of Chicago had supervision of all weights in that, the greatest grain market in the world. The members of this association found him always ready and willing to hear and promptly to investigate any complaint made against any transaction in grain in that market and if error was found, to insist that it be promptly corrected.

By his high sense of honor and integrity of purpose he created and maintained confidence in the members of this association that all shipments of grain to the Chicago market would be honestly weighed and accounted for.

Mr. Foss, by his insistence in favor of fairness and his determined efforts for the adoption of honorable practices, he was largely instrumental in causing the correction of abuses and undesirable conditions which existed in the grain trade at the time when the association was organized.

We deplore his demise and revere his memory.

C. Skewis, Storm Lake: Objected to the wood shingle resolution because wood shingles can be more easily handled and as no chimneys are high enough to throw sparks on the shingles, wood shingles do not increase the hazard. I have no objection to any one using non-combustible shingles.

S. W. Wilder of the Com'ite on Nominations presented J. R. Murrell, Jr., of Cedar Rapids, for president; Clifford C. Belz, Conrad, for vice-president. Directors: Wm. Wheeler of Adair; B. O. Holmquist, Omaha; J. K. McGonagle, Washita; Geo. Pottgetter, Steamboat Rock, and Doliver Kent, Des Moines.

All were elected without opposition.



Henry Rumsey introduced Lieut. Gov. Moore, a neighbor of President-Elect J. R. Murrel. He paid a very high tribute to Ray and invited the dealers to meet in Cedar Rapids next year and learn how Ray Murrel is loved and esteemed at home.

Ajourned *sine die*.

### Convention Notes.

From Indianapolis came Wm. G. Haug.

Baltimore was represented by Oscar M. Gibson.

From Cleveland came F. E. Watkins, pres. Grain Dealers Nat'l Ass'n.

W. F. Shepard of Button-Simmons Grain Co. came from St. Joseph, Mo.

E. H. Moreland, Luverne, Minn., sec'y Tri-State Grain Shippers Ass'n, attended all sessions.

Milwaukee was represented by M. E. Coffey of E. P. Bacon Co., L. J. Keefe and G. C. Thornstad.

KANSAS CITY was represented by C. A. Addington, A. L. Eaton, C. V. Fisher and H. H. Savage.

ST. LOUIS was represented by T. M. Scott of Picker & Beardsley Com. Co., S. L. Fisher and Frank Bubb.

Machinery exhibits included a Bird Scale by the Strong Scott Mfg. Co., a platform scale by Fairbanks-Morse Co., and a model of a truck dump.

The success of the meeting knocked the pessimists into a cocked hat. The attendance was large, the program was a most interesting one, and the entertainment,—well, Sioux City even out-did itself.

NEBRASKA was represented by J. S. Waxman, Lincoln, J. F. Forrestal of Walt Hill, and the following from Omaha: R. E. Miller, Frank C. Bell, W. K. Denham, J. W. Reddick, J. L. Welsh, J. W. Holmquist, N. R. Reasoner, and O. H. Gibbs.

INSURANCE MEN in attendance were J. A. King, O. H. Holland and Carroll E. Sherman of Western Grain Dealers Fire Ins. Co., Des Moines, Ia.; C. H. Brasee, Grain Dealers National Mutual Fire Ins. Co.; H. W. Raymond and M. G. Horkins.

SUPPLY TRADE men in attendance were: H. R. Miller, Richardson Scale Co.; W. P. Buchon and R. G. Quehl, Strong-Scott Mfg. Co.; H. H. Ingram, repts. Fairbanks-Morse Co.; R. M. Wyatt of Horner & Wyatt; M. H. Barriball, W. A. Parrish, W. A. Hughes, P. H. Rasmussen, R. R. Van Ells, F. S. Harshbarger, A. P. Winters and J. F. Younglove of the Younglove Construction Co.

SOUTH DAKOTA shippers in attendance included: E. R. Arneson, Irene; O. G. Bradshaw, Kimball; Jas. Carlon, Armour; Fred Chesley, Platte; A. Cochran, Wagner; Peter Dek, Platte; R. B. Frost, Mitchell; G. Goedhart, Sioux Falls; F. H. Humphrey, Geddes; V. C. Keiper, Emery; W. P. Manning, Fairview; E. R. McFarland, Elk Point; E. McKee, Wagner; A. J. Murphy, Carthage; W. C. O'Brien, Carthage; E. A. Patton, Carthage; J. L. Reedy, Beresford; J. H. Shanard, Bridgewater; W. F. Smith, Platte; T. O. Torberson, Beresford; A. L. Vanderboom, Platte; A. G. Voll, Kaylor; E. C. Winchell, Carthage; A. A. Wollmann, Freeman.

CHICAGO was represented by E. A. James of Armour Grain Co.; B. L. Figeley; J. A. Low of E. W. Bailey & Co.; H. S. Kline of Bartlett, Frazier & Co.; Jack Brennan of J. E. Brennan & Co.; W. M. Christie of J. H. Dole & Co.; A. Gerstenberg, A. J. Moore and Ray Gerstenberg of Gerstenberg & Co.; F. E. Gulick; L. F. Gates, J. H. Barrett, C. E. Hunter, A. M. Vorhes, A. G. Torkelson, and Geo. E. Booth of Lamson Bros. & Co.; E. A. Doern of Pope & Eckhardt Co.; E. M. Larson of Henry Rang & Co.; F. E. Glover; H. A.

Rumsey and H. B. Beatty of Rumsey & Co.; Geo. Stebbins of Sawers Grain Co.; P. H. Schifflin, Jr., of Philip H. Schifflin & Co.; W. M. Hirshey of J. C. Shaffer Grain Co.; C. H. Dodd; J. A. Schmitz, Board of Trade Weighmaster, and C. F. Hawkinson, scale inspector.

IOWA DEALERS in attendance included: O. F. Bast, Cedar Rapids; C. C. Beltz, Conrad; L. O. Bidwell, Calumet; J. W. Bockwitz, Garden City; J. E. Bosserman, Murray; P. J. Cilly, Spencer; C. F. Corr, Salix; Lee Davis, Scranton; W. F. Eichman, Storm Lake; Geo. A. Fench, Storm Lake; A. Fraser, Aurelia; P. R. Frazier, Marshalltown; A. D. Hayes, New London; A. J. Hocum, Varina; F. O. Hocum, Newell; Frank Hushka, Bradford; C. L. Knox, Casey; Henry Kunz, Wesley; J. K. McGonagle, Washta; E. R. Moen, Inwood; Ray Murrell, Jr., Cedar Rapids; A. M. Nelson, Manson; C. V. Okerberg, Marathon; G. V. Omer, Paullina; Harry Sewick, Ireton; Chas. Sherret, Wiota; Chas. Skeewis, Storm Lake; M. B. Speece, Sheldon; G. A. Stibbens, Creston; C. D. Thorson, Fort Dodge; E. H. Tiedeman, Fonda; Wm. Wheeler, Adair; R. S. Whitney, Peterson; S. W. Wilder, Cedar Rapids; R. S. Witter, Dawson.

SOUVENIRS distributed included whistling cigarettes by Butler-Welsh Grain Co.; trick match boxes from the Western Grain Dealers Mutual Fire Insurance Co.; pencil holders and paper weights by Morton Salt, and Everlast writing pads by Strong-Scott Mfg. Co.

SIoux CITY Grain Exchange celebrated the convention by issuing a very attractive booklet regarding the grain marketing facilities of Sioux City, as well as the elevator facilities and the different mills. Statistics regarding grain handled through that market and a full list of the members is also included.

TUESDAY evening a splendid banquet was tendered the visitors by the Sioux City Grain Exchange in the rooms of the Sioux City Chamber of Commerce. George Evenson acted as toast-master and kept things humming. Before the cigars were lighted, choice tickets for the Orpheum were distributed to the banqueters, who, after visiting for a time, went to the Orpheum and were treated to a splendid program.

### Twenty Days from Apr. 16 to Qualify.

James J. Fones, sec'y of the Chicago Board of Trade, has announced that "The Counsel of the Board of Trade has informed the officers that the grain futures act became a law upon the rendering of the opinion of the Supreme court yesterday, but that the Ass'n has twenty days from April 16 in which to qualify as a contract market without penalties."

### Concrete Country Elevator.

Partitions, floors, roofs as well as the walls of the elevator erected for the Canton Co-operative Elevator Co., at Canton, Mo., are of concrete construction, reinforced with steel.

The main elevator has 9 bins, is 25x37 ft. and 60 ft. to bin roof with 32 ft. cupola. The warehouse is 50x20 ft.; and the two story office is 61x20. Cob and dust house are placed on roof of warehouse.

Power is given the plant from two 15-h.p. G. E. Motors with Link Belt Silent Chain Drives. Other equipment includes a Western Overhead Truck Dump, a Richardson 10-bushel Automatic Scale, shipping scale, one leg with 14x7 in. buckets, and Western Cleaner, Sheller and Manlift. A Fairbanks-Morse Truck Scale completes the equipment.

The compact and convenient arrangement of the buildings and equipment insures the owners efficient and economic service for years to come. Townsend B. Smith had the contract for erection. The plant is shown in the engraving herewith.

### Board of Trade Will Respect Capper-Tincher Law.

"American grain exchanges have now been given the stamp of governmental approval," declared President John J. Stream of the Chicago Board of Trade in a statement recently on the supreme court's decision upholding the grain futures act.

"We feel that this action will tend to encourage the grain trade into greater use of the futures trading system for hedging and for commercial price insurance purposes."

As the law is interpreted the futures market will not be interrupted in any way during the formalities incident to the application of grain exchanges for designation as contract markets. The law specifically preserves the futures market, grain trade leaders pointed out, and gives it official recognition as a necessary factor in the economic marketing of food-stuffs.

"Every provision of the act will be strictly conformed to by the members of our association. Should the law fail to accomplish the purpose for which it is intended, it will be through its own deficiencies and not as a result of any hindrance on the part of the grain exchange."

It will be impossible, to determine what effect some of the provisions of the law will have upon the orderly marketing of food commodities. "The future alone holds the answer."

"Under the new law," Mr. Stream concluded, "the grain exchange meets all the demands made upon it by leaders of the various agrarian cooperative groups. Our association will do its utmost to maintain the high standard of marketing efficiency which has for years been an outstanding chapter in America's commercial history. Maintenance of the standard will be possible only through the constructive help and cooperation of farmers and their representatives, and a lessening of political agitation intended only for self-aggrandizement—an agitation that in the last few years has wrought havoc with many great industries and threatened to undermine the nation's economic structure."



Reinforced Concrete Elevator of Canton Co-operative Elevator Co., at Canton, Mo.



# Pests—Insects and Human

From an Address by J. K. McGonagle of Washta, Ia., before the Western Grain Dealers Ass'n.

The U. S. Dept. of Agriculture is authority for the statement that a loss of \$1,000,000,000 is sustained annually by American farmers from pests of foreign origin. To this must be added the damage done by the native sons. Let me give you the figures showing the loss to eleven principal crops from insect pests, weather, poor seed, etc., period from 1909 to 1921: corn 35.7%, wheat 36.4%, oats 32.2%, barley 35.9%, flax 45%, rice 25.8%, potatoes 36.6%, apples 47.4%, hay 23.6%, cotton 40.3% and tobacco 25.8%.

The average for the eleven crops indicates a potential loss of 38.2%. The average annual loss for this period for the first eight items is three and one-ninth billion bushels. The potential money loss on the eleven items is four and one-fifth billion dollars. It must be remembered, however, that the actual loss would not have amounted to this sum. If the potential crop has matured the price would have been less. Deduct a billion dollars of this loss for that caused by insect pests and we still have a loss of three and one-fifth billions caused by unfavorable weather, poor seed and other causes beyond the control of the farmer.

Fifty years ago the chief enemy of the winter wheat grower was chinch bugs. Now he has a horde of pests, including bulls, of which he is always in fear. What is true of wheat holds good for other grains in greater or lesser degree and the same applies to fruits and vegetables. The fruit in unsprayed or unprotected orchards that is not damaged by some pest was evidently thought unworthy of attention by it.

A great amount of this increased pest infestation is due to increased production of crops and animals in a given area; a great deal to their ability to gain a foothold, subsist and propagate their kind and a great deal to the insanitary conditions of fields, orchards and barnyards. No doubt a great deal is due to lowered vitality of the organism on which pests prey.

**Human pests:** I wonder if it is not true that the same causes have produced the human pests that plague the human race today, increased population, both rural and urban, increased opportunity to breed and propagate and lowered powers of resistance of their victims. Is it not true that too many shirk individual responsibility, relying on mass action to do for them what is in their power to attain by individual effort? Are they not becoming the victims of the pests which breed and capitalize discontent? In this connection let me quote from a recent address of Harry F. Atwood, who said:

"Representative government, individual property rights, individual responsibility for individual conduct, provide the governmental bases for orderly progress. Direct action, paternalistic tendencies, class consciousness, class agitation and class legislation are the certain road to hopeless chaos. If we continue this drift from representative government toward direct action; from individual property rights toward communistic, socialistic and government ownership tendencies; from individual responsibility for individual conduct toward class consciousness, class action and class legislation, we will go the way that other nations have gone, which have been without anchor or faith or ark of the covenant."

While God, thru Moses, plagued the Egyptians in ten different but effective ways, the devil has many times outnumbered this with the pests which now plague us. I want to refer briefly to a few which afflict not only the grain trade but all legitimate business.

**Fiat Money Pest:** Let us look for a moment at a comparatively recent experiment. After the French Revolution the national exchequer was sadly in need of replenishing and the revolutionary government conceived the idea of issuing money against the lands that had been confiscated from the church and nobility, which amounted to one-third of the land. Paper money called assignate was issued in denomination of livres—about the value of the franc. It was decided to issue 400,000 livres but when the first mild stimulation of this issue had worn off another issue of 800,000 was printed. They steadily and rapidly declined in value but the presses were kept in operation until four billion had been issued. They were then issued as mandates, one mandat being equal to 30 assignats but they continued to depreciate until they were practically valueless. The presses, plates and "money" were gathered together and publicly burned. Altho the government had been warned what the result would be the advice went unheeded, so great was the clamor for "money." With the destruction of the stuff the good money in the country came out of hiding and order emerged from chaos.

About the same time this country suffered a fiasco which gave birth to the expression "Not worth a Continental."

Thomas Edison and Henry Ford have been

advocating issuance of commodity money against agricultural products. The government to build warehouses, storage non-perishable products for storage, storage limited to one year. Against a warehouse receipt Federal Reserve Banks will advance one-half the average price for the past 25 years on the commodity without interest. There are a few flies in the ointment, such as the cost of storage facilities, a horde of government employees to administer the system and the further fact that as goods are placed in storage they are withdrawn from the channels of trade and the amount in trade decreased while the amount of money is increased. Conversely, when the amount of goods in trade are increased by being released the amount of money decreases. Scarcity of goods and plenty of money—high prices and the opposite, low prices.

**Prof. Irving Fisher** advocates the use of an elastic dollar and an Iowa man of the advanced thinking type, in 1921, advocated the issuance of \$600,000,000 by government fiat to relieve the unemployment situation, the money to be used to build a concrete highway across the continent. If this should be done to relieve the stringency of the deficiency with the laboring class it would be only fair to extend the same courtesy to other classes of unfortunates, grain dealers for instance. Sometimes we may have a better monetary system than the present, but I do not think it will be incubated by electricians, tanners and dreamers.

**Government Ownership Pest.** In March the U. S. Shipping Board announced a deficit of \$16,000,000 in operating expenses for the preceding four months. The loss in government operation of our railways amounted to \$1,800,000,000.

In 1921 the loss to the Canadian government in the operation of its government owned lines was \$72,662,000 and for 1922, \$60,251,000. Mr. Geo. Gray, acting minister of the Canadian government railways chose an appropriate time when he announced on Good Friday the result of the 1922 operation and the further cheering news that an appropriation of \$73,000,000 would be necessary for the present year and further added to the hilarity when he said this condition would be repeated for many years.

Twenty-five years ago the sun was hidden by the trust and monopoly clouds and the political spellbinders cast ashes on their heads and beat their breasts, and with stage tears implored the voters to relegate to oblivion the party responsible for encouraging and fostering these modern dragons. Today we have a monopoly which makes the trusts of that time look like a thin dime. I refer to the labor monopoly. Transportation, coal mining, the building trades and others are absolutely subservient to organized labor. I am not inveighing against organized labor, but against the abuses in it. In the period of low prices following the close of the war when the farmer was sunk in the mire of despondency and bankruptcy, organized labor refused to recede a farthing. Now we are paying thru the nose for everything, the cost of which is governed by labor.

The production of transportation and fuel are stopped by strikes and the farmer suffers most. Transportation, fuel and manufactured goods are just as necessary to the existence of the farmer as bread, meat and textiles are to the laborer and I maintain that when organized labor refuses to produce what the farmer needs and must have, the farmer has a perfectly moral right to withhold what the laborer needs and must have. I believe if the shoe were put on the other foot there would be fewer strikes and tieups in necessary industries. Strikes settle nothing.

**Class Legislation Pest.** I think you are pretty well informed on this pest. The last two years has witnessed the most brazen and disgusting attempts to enact laws designed to destroy some class or give some other class a preferred place in the sun. Governor McCray of Indiana is to be most heartily congratulated for his veto of the so-called co-operative marketing bill and the grain trade owes him a vote of thanks for his courage.

The misinformed and prejudiced pests gain false conceptions and spread them as truth, not investigating to be sure of their ground. Many because of their prejudice are not willing to learn the truth. The next class, far below these, is the lying pest; the one who circulates what he knows is untrue for an ulterior purpose. This is the one that produces class prejudice and class hatred. Who tells you your competitor is paying more than you and selling his side lines cheaper than you are selling for. If he does not lie directly he does so by implication. This form of irritation is not confined to petty affairs, but is practiced by pests of

state and national reputation and is done solely to excite class hatred and prejudice. These curs are usually plausible liars and the poison is absorbed by many unthinking people and great harm is done because they add to the prejudice of the already prejudiced and suspicious minds. If the cloak of respectability were stripped from them they would be shown as whitened sepulchers, full of dead men's bones.

The price control and orderly marketing pests are two other species that are quite prevalent in the field of reformers. They would throw into the discard customs and usages that have proven efficient and economical and substitute methods purely theoretical and visionary, methods which have been tried and cast aside as proven failures. The human race has been plagued and ravaged for all time and doubtless will be afflicted until this vale of tears is passed.

**What is the remedy?** The U. S. Department of Agriculture and the various states spend millions annually to stamp out or check pest infestation. An attempt will be made to check the ravages of the cotton boll weevil by treating the cotton plant with an arsenic preparation, thereby killing the weevil. Immense amounts have been spent in ridding large areas in the south and southwest of the fever tick which preys on cattle. It is hoped to stamp out hog cholera by vaccination. Some plant pests are held in check and destroyed by crop rotation and quarantine, allowing the pests to die through lack of proper environment.

But how shall the human pests be destroyed or held in check? Dean Davenport, late of the Illinois Agricultural College, said recently, "If all these self-appointed saviors of the farmer who never fed a pig or drew a furrow could be gotten together in one place the task would be reasonably simple. It would consist mainly in eradication of the pests and disinfection of the premises." The dean's method would no doubt be effective but sanitary squads engaged in the mopping up process might be held by the law to be too drastic in their actions, though the purpose were laudable.

If these bum advisers of the present would stay at home and put their own houses in order, they would do little harm. Asses are too sensible to heed their advice and their friends almost never do. However, it is too much to expect that they will voluntarily leave this world as long as they can get front page space and sinecures.

The successful man, whatever his line may be, usually has neither the time nor inclination to go on the "Advice circuit." Since the purveyors of quack economic nostrums seldom emulate Ahiathophel and the drastic measures suggested by Dean Davenport are not considered good form in law our only hope is in some milder measure.

Since we cannot apply germicides and fire to these human pests it remains to get them out to the light and turn on the searchlight of truth. Most outbreaks of pestitis can be overcome by a candid presentation of the exact facts. The scales of prejudice are more difficult to remove than those of ignorance, but a continuous and consistent application of light rarely fails to have a beneficial effect.

The country grain dealer has been so fully occupied in an effort to keep the pot boiling that he has not attempted to diffuse much light about his business, with the result that most of the illumination has been shed by the sons of darkness. The net earnings of the railroads, the packers, the large mail order houses and in fact nearly all businesses of a national character are published and the information is available to the people, but press-agenting the grain business has been left to blatherskite would-be reformers and cheap politicians. We ought to smoke these fellows out into the light and show them up for just what they are, creators of class hatred and panderers to prejudice which their nasty brood has inspired.

It is probably too much to expect or hope that we will ever be free from pests, insect or others, but their numbers may be decreased and their ravages diminished by well directed warfare. David Harum said a few fleas were good for a dog because they prevented his forgetting he was a dog, but I do not concede any virtue in submitting to unlimited pesterings which we can avoid or abate. Legitimate business needs to be rid of the gad flies that are stinging its flanks.

## Western Union Cannot Limit Liability

The Missouri Public Service Commission ruled that the Western Union Telegraph Co. cannot limit its liability for negligence in handling intrastate messages in Missouri by contract.

In its order the commission directs the telegraph company to furnish blanks for intrastate business which specifically set forth that there is no limit to the liability of the company. About 15 per cent of the company's business comes under the liability classification.



## Weights from the Weighmaster's Viewpoint

BY J. A. SCHMITZ

Weighmaster, Chicago Board of Trade.

It was the conviction of my predecessor, Mr. Foss, that the functions of a terminal weighing department, included efforts looking toward improvement of any and all conditions that might affect the accuracy of weights regardless of where such conditions might be, or the parties responsible therefore; and I heartily concur in this conviction. On this basis, then, as Weighmaster of the Board of Trade of Chicago, it is my duty to disseminate, to broadcast, if you please, for the benefit of all concerned, information based on the varied experiences of the Chicago Board of Trade Weighing Department, a department that weighs in the neighborhood of one-half billion bushels of grain each year.

**Weight Differences:** It has been our experience that weight differences can, in a large degree, be prevented by reasonable efforts on the part of the carrier, the shipper and the terminal weighmaster; and it is my purpose continually to impress this thought upon the minds, not only of the car inspectors and weighers of the Chicago weighing department, but upon all others identified with the weighing and handling of grain, the inspection and cooping of cars for bulk grain loading and the transportation of such cars to market. The old adage that "an ounce of prevention is worth a pound of cure," is peculiarly fitting in the weighing, handling and transporting of grain. As Mr. Foss used to say—"to prevent weight differences effectively we must have universal proficiency," and so the matter of weight differences, from any cause whatsoever, is up to the loaders, the transportation companies, the unloaders, and the terminal weighing departments, jointly.

This, then, means that co-operation and coordination of all of these forces are imperative for highly satisfactory results. For my part in this "cooperation-coordination program," I shall take this opportunity to explain, briefly, the details of our performance:

**Car Inspection:** First, we meet the cars in the outlying yards for the purpose of inspecting them as to seals and physical condition, and to see that any "leaking" cars are adequately repaired in order to prevent possible further loss of grain therefrom. The complete record and report of such "leaking" cars and of the repairs accorded them, the results of our inspection of all other cars is made by us for the benefit of the shippers of the grain. Our outer yard inspectors also see that the cars, in these yards, are promptly closed, and resealed, after the grain is sampled and resampled, and our men make a complete record and report of such sealing. This outer yard service, of which I speak, is known as our "Arrival Car Inspection."

After the cars have been delivered to their respective unloading elevators and industries, we have another set of car inspectors go over them again, to determine their physical condition and seals, when placed for unloading, as days will have intervened since our outer yard inspection, and the cars, in the meantime, may have been roughly handled, or entered by some unauthorized person. This second inspection disposed of, and a complete record made thereof, the cars are set at the unloading hoppers for unloading and weighing. This work is performed under the direction of experienced employees of our weighing department, who are stationed downstairs at the car to look after the unloading, and at the scale to superintend the weighing.

Our weighing requirements also include a thorough cleaning out of cars by sweeping, frequent testing of all scales and grain handling equipment used, as well as sufficient supervision of railroad yards to enable us to know whether or not suitable policing protection is given the yards in which loaded cars of grain are stored awaiting disposition.

Finally, after the grain is weighed, and detailed reports of our entire performance have been gathered and compiled (this compilation is always completed on the day following the unloading) certificates covering everything that we have done in connection with each car, from the time we examined it in the outer railroad yards, until we weighed the grain at the different unloading points, have been issued, and have been delivered to your Chicago representatives, who, in turn, forward these documents to you with account of sales.

The supervision given the weighing of grain at Chicago not only conforms to "Standard Weight Supervision" as defined by the Weighmasters' Scalemen's Conference at Milwaukee, October, 1919, but it goes several steps farther. Incidentally, this definition of "Standard Weight Supervision" was approved by the chairman of the Transportation Committee, of the National Grain Dealers' Ass'n, before, its final adoption by the Weighmasters' Scalemen's Conference; in it "Standard Weight Supervision" is defined as follows:

"A—Supervision direct by impartial weighers, receiving no remuneration whatsoever from parties owning or operating the scales used in determining the supervised weights.

"B—Supervision sufficient to insure you intelligent inspection of all cars inbound and outbound and delivery of all grain from car to scale or from scale to car, as the case may be.

"C—The inspection of scales and equipment used to weigh and handle grain to and from cars.

"D—Comprehensive record of all activities.

"E—Supervision, clothed with sufficient authority to enforce rules and regulations, recognized to be essential in order to properly protect the weights of grain."

**Elevator Model:** I have brought with me a working model of a section of a grain elevator, including grain elevating leg, garner, scale, unloading sink, and loading spout, which I will operate as part of my effort to illustrate grain handling and weighing conditions. This model was constructed for the purpose of familiarizing deputy weighmasters with elevator construction.

**Improvement in Scale Design:** I would like to tell you about the progress that is being made in designing and manufacturing scales, for weighing grain, with which, as chairman of the Committee on Grain Scales, Interstate Commerce Commission Docket, 9009, I am in close personal touch. This 9009 committee formulated specifications for track, wagon and automatic scales. The track specifications were in accord with the specifications brought forward and approved by several other bodies, and were unchallenged. The specifications for hand operated hopper scales, however, because of differences of opinion of scale manufacturers and others, were made the subject of a conference between scale manufacturers, Board of Trade and State Weighing Departments, Weighmasters' Scalemen's Conference, National Scalemen's Ass'n, Grain Dealers National Ass'n and several other interested parties. This joint conference, at its initial meeting, appointed a sub-committee, of which I was chairman, to redraft and amend the ICC 9009 specifications, insofar as they concerned hand operated hopper scales. The conclusions of this sub-committee were later approved by the joint conference, and the matter is now in such shape that it will soon be presented to the Interstate Commerce Commission by the Grain Dealers National Ass'n.

**Specifications:** The reason I am bringing the specifications to your attention, is that the demand for a specific definition of the capacity of scales had reached the point where something had to be done in the matter of standardization of specifications, and allowable working stresses, in order to make the larger capacity scales abundantly strong to meet requirements. In this connection, no doubt you shippers, in the country, have noticed the increase in the size of loads drawn over wagon scales. Correspondingly, the size of the loads of motor trucks used to transport grain and other farm products, are increasing, hence often wagon scales, used for weighing these trucks, are hopelessly inadequate, especially when their capacities have been overrated. Plainly then, you are directly concerned with specifications of scales that make for standardized design and construction. While the specifications for track and hopper scales, formulated for the "Interstate Commerce Commission," did not include wagon or motor truck scales, yet many of their provisions are applicable to these scales, since they outline good practices in scale design and manufacture, and specify the permissible loadings of scale parts, and, until specifications for wagon scales are finally adopted these specifications will, in effect, provide a "standard" for defining the "working capacity" of all scales, whether hopper, track or wagon.

GROWING a mixture of flaxseed and spring wheat is an experiment being conducted by the farm bureau of Worth County, Iowa. It is alleged that the mixing of the two does not decrease the yield of either.—J.

GERMAN government is proposing to relinquish its control of the grain trade at the end of this season. A reserve of 3,500,000 tons of grain will be necessary to provide the poor people with bread and the government is expected to do this. At the present time prices on the free market are very little above the prices fixed for assessed grain.

BOYCOTTING is charged against two wholesale grocers' ass'ns and certain soap manufacturers who endeavor to prevent sales of another large soap manufacturer. The Federal Trade Commission in Complaints Nos. 990 and 991 states that the latter manufacturer quotes equal prices to all buyers of equal quantities regardless of whether they are wholesalers or retailers, and that the boycotting by ass'ns and other manufacturers is the result.

## Suspension of Sub-Inspection Stations Due to Inaccuracy of Electrical Testers.

The supervisors of the U. S. Department of Agriculture have been finding fault with the moisture tests reported by the sub-inspection stations of the Illinois State Grain Inspection Department. It has been alleged by the federal officials that the inspection certificates do not show all the moisture contained in the corn. A run of corn arriving at eastern points from Chicago has tested higher and the discrepancies have been traced down to the sub-inspection stations, it is alleged.

These differences are so small that the State Grain Inspection Department and the Board of Trade were willing to continue the system in effect on account of the great saving to the railroads in the release of cars and to shippers in getting returns 24 hours sooner. In other words, the advantages overbalanced the few and occasional differences in the tests.

It is solely on account of the objections by the federal officials that the state is contemplating the abandonment of the sub-stations that have proved so valuable to the trade and the carriers. Chief State Grain Inspector Chas. J. Peters has notified the officials of the Board of Trade that the Department of Commerce has directed him to discontinue the outlying sub-inspection stations about June 1.

Before doing so the Department will grant a hearing to all interested.

It is so much to the interest of shippers to the Chicago market to have the stations continued that the Grain Com'ite of the Chicago Board of Trade is endeavoring to work out some other solution. It is hoped that in some way gas can be furnished to heat the moisture testing flasks in place of the electric heating elements said to be unreliable.

The metal used in the heating elements was an alloy of nickel and chromium known as nichrome wire, a patented composition for which the inventor exacted a royalty of \$500 from every user. Some manufacturers of testers bought the heating elements ready made with nichrome wire until the holders of the patent brot suits; after which they purchased ordinary resistance wire in the market which will not stand the overheating without early deterioration. Even nichrome wire will deteriorate in the course of time, altho since the patent expired about Feb. 1 other manufacturers are already making a superior wire.

Another reason for the irregularity in the tests is the fluctuating voltage in the commercial electric current. At some of the grain elevators where tests are made the operators are provided with an indicator of the strength of the current.

AN IMPORT duty of 58½ cents per hundred pounds on malting barley has been sanctioned by the British government, subject to confirmation by Parliament. British colonies will have a preferential rate.

RUSSIA has sold 150,000 tons of grain to Germany, reports the Dept. of Agriculture. The 1922 crop is estimated at 43,000,000 tons by Russian statistical bureau and of this 10,000,000 tons is available for export.

## Manufacture Rainfall.

Professional rainmakers in Montana's dry farming district will use ten aeroplanes to produce rain in the arid sections of that state.

Richard T. Ringling, Ringling, Mont., purchased the planes and will assemble them at Great Falls. Regular trips to various sections of the state will be made by plane and by induction into the air of electric currents, positive and negative, will discharge ions from the upper wing of the fast traveling planes. By a scientific process developed in New York, Ringling states he will then be able to cause precipitation.



# Fire Hazards in Grain Elevators

From an Address by Jay A. King of Des Moines before the Western Grain Dealers Ass'n

The destruction of property by fire in this country was greater in 1921 than in previous years, and in 1922 the fire losses were still greater. That statement also applies to the value of grain elevators destroyed by fire in each of those years. In spite of the extensive campaign for fire prevention made by the National Fire Protection Ass'n and others the improved fire fighting equipment and the advance made in fire protection engineering, fire losses have increased year after year.

The annual fire losses in the United States are considerably over half a billion dollars. The National Fire Protection Ass'n made this statement, "It is safe to say that over 75 per cent of this waste is preventable. Public indifference, carelessness or ignorance, is responsible for most of our fires. There are few items more deserving of publicity or more directly related to public welfare than fire prevention. Those who recognize this needless waste and support the fight against it are performing a valuable public service."

Increased fire losses means increased cost of insurance, especially with a mutual company, so the policy holders are the ones most vitally interested in keeping down the fire waste.

South Dakota for the year 1921 is a striking illustration of excessive fire losses. In that year in that state the fire losses reported amounted to \$3,881,787. The premiums paid were \$4,016,025. The difference of \$134,238 was not sufficient to pay the tax required by the state from the insurance companies, so that the premiums paid did not amount to enough to pay the losses and taxes, not including anything for the necessary expenses. The aggregate of the insurance business resulted in a loss to the insurance companies that year in that state. The elevator and grain losses compared to the premiums paid were in nearly the same ratio as the aggregate losses were to the aggregate premiums paid on all classes.

When a fire occurs the first question usually is, is the insurance enough to cover the loss? The thought being that the loss is only such amount as is not covered by insurance. We fail to realize that the property destroyed is, in fact, a loss whether insured or not, the difference being that if not insured the loss falls on the owner of the property, while, to the extent of the insurance, the loss is distributed among others. In either event the property is wasted and the wealth of the community is reduced to that extent.

What is required to stop this reckless burning of property is that every one make the best possible effort to prevent unnecessary waste by fire. Be careful, instead of careless, eliminate every condition that is a fire hazard. When a known fire hazard exists do not be content until it is removed. Especially avoid carelessness in handling material or in conduct that is likely to result in fire.

An analysis of the causes of the fires which occurred during the past year will give us positive evidence, and if we will heed the information so gained and act upon it, the loss of much property will be avoided and the cost of insurance reduced.

In the year 1922 the value of the grain elevators and contents destroyed by fire on which this company carried insurance, and the causes of the fires, as shown by the adjustments made, were as follows:

Locomotive sparks .....	\$ 67,342.57
Lightning .....	13,752.58
Defective wiring .....	68,471.82
Cigarette stub .....	4,935.45
Overheated gearing in pit .....	10,764.72
Exposure .....	32,894.92
Pine coal in stove .....	20,996.71
Unknown .....	103,320.96
<b>Total .....</b>	<b>\$322,479.74</b>

In some of the cases here included this company carried all of the insurance and in some instances other companies were interested. On some of the losses in this list the owner of the property was fully reimbursed for his loss by the insurance, but in most cases the value exceeded the insurance. In some cases the excess of loss over the insurance was large.

The amount of loss stated is only the amount of the property loss and does not include anything for loss of business.

The important question is, How much of these excessive losses could have been prevented? I maintain that the percentage which could have been avoided is no less than that named by the National Fire Protection Ass'n—75%.

If the buildings ignited by locomotive sparks had been roofed with noncombustible material, no openings next to the track allowed to remain, and all conditions where such sparks could lodge, remedied or removed, it is evident that the loss would have been very light and probably nothing at all from that cause. There is less danger of locomotive sparks starting a fire on the roof of the main elevator, especially

if it is high, than there is on the roof of the additions which are lower. But in some instances the roof of a high elevator has been so ignited. Non-combustible roofing should be used for the roofs of all buildings near the railroad tracks. Such material costs no more than wood shingles.

There is only one answer to the question, Can losses by lightning be prevented? No elevator insured in this company and properly rodged has been damaged by lightning, and I have no knowledge of such damage to a rodged elevator insured in any other company. Copper cable rods properly installed and kept in order are absolute protection against lightning. Defective wiring should not and need not be permitted. Metal covered buildings, such covering properly grounded, give sufficient protection from damage by lightning.

The loss caused by a lighted cigarette stub being thrown into combustible material was absolutely avoidable. Starting a fire in that manner should be regarded as criminal carelessness. Smoking in or about a grain elevator should be positively prohibited and the prohibition enforced.

The loss caused by overheated gearing was preventable without doubt. Either the bearing was not kept properly oiled or on account of not running true or because badly worn friction occurred, causing it to become hot enough to start the fire. None of those conditions should be allowed to exist.

In this list is a fire waste of \$21,000 caused by the explosion of a stove in which a fire was started and the stove so filled with fine coal as to choke the draft. The accumulation of gas under the coal dust had to have an outlet. The result was that the fire was blown from the stove and scattered over the room. The fire spread so rapidly that it was soon beyond control, and the building with most of the contents was destroyed.

The losses from these causes which we have found were preventable aggregate \$186,263, and 58% of the whole amount under consideration.

Unknown Losses \$103,000. It is claimed by the National Fire Protection Ass'n that after a careful analysis and thoro investigation of the losses classed as unknown during a period of several years, more than 75% of such losses are preventable. I believe that estimate is more applicable to fire losses in grain elevators than in other classes of property, for the reason that fire hazards which could be eliminated are permitted to exist in many such buildings.

Seventy-five per cent of the losses listed as "Cause Unknown" equals 25% of the total amount of the losses under consideration, which added to the 58% from other causes found to be preventable, makes 83% of the whole. In our list of losses we have \$32,895 caused by exposure. Those losses were unavoidable.

Losses from other known causes and 75% from causes unknown, were preventable. By adding 25% of the amount of losses from "Cause Unknown," or \$25,830, to the amount of \$32,895, we have \$58,725 conceded to be unavoidable, which leaves \$263,754 that could have been prevented. That is an appalling proportion to be lost needlessly, particularly so when it can be said that indifference and carelessness are responsible for the most of it.

Known fire hazards in grain elevators include:

- As applying to construction:
  - Conditions that do not prevent.
  - Ignition by locomotive sparks.
  - No protection against lightning.
  - Faulty installation of electric wiring.
  - Electric motors not enclosed.
  - Engine room floor of combustible material.
  - Stove or stove pipe not well protected.
  - Exhaust pipe not protected.
  - Fuses and switch not enclosed.
  - Fuses too high in ampere rate or of unsafe kind.
- As applying to operation of the elevator or housekeeping:
  - Accumulation of dust and dirt.
  - Smoking in or about the elevator.
  - Neglecting to keep bearings well lubricated.
  - Using coal dust for fire in stove.
  - Excess of gasoline in elevator.
  - Oily rags and waste.
  - Dust and cob room not clean.
  - Weeds and trash.
  - Wooden spittoons.
  - Oil drippings into dust.
  - Rat poison containing phosphorus.

Without any doubt a considerable part of the fires herein listed "Cause Unknown" and possibly all of them, were caused by one or another of the hazards named.

None of these hazards should be allowed in a grain elevator, and it is therefore self-evident that the fires caused by the hazards named should not have occurred.

Nearly all of the hazards above named can be eliminated without expense. The few that

would require some cost to correct, the benefit to be derived is so large as compared to the outlay that the necessary expense is inconsequential. Fire proof roofing, lightning rods, enclosures for motor and a fuse and switch cabinet would cause some expense. The other hazards named could be corrected mostly without any expense other than labor.

**Corrected Known Hazards:** A large number of elevator owners have eliminated all of the fire hazards of which they have knowledge. There is no danger of fire occurring in their property caused by locomotive sparks, lightning or spontaneous combustion, and but little if any danger of fire from any of the hazards named, because of their continuous care and determined effort to not permit fire hazards to exist in their elevator.

That being true, I want to ask you in all candor, is it reasonable and fair for others carelessly and indifferently to allow hazards of known dangerous character to exist in their elevators and when such hazards cause fire damage, which they surely will, sooner or later, expect the more careful members to pay for the waste caused by such negligence?

In a mutual company there should be mutual-ity of interest; every member should have consideration for the interest of the other members. Because of the mutual relation he should do all he can to promote the general interest and so far as possible prevent unnecessary damage or expense to other members. Being a member of a mutual company implies such course of action. Any member who does not make an honest effort fails to appreciate his mutual relation and does not discharge the duty he owes to the other members.

I wonder whether all of the members of the Western Grain Dealers Mutual Fire Insurance Co. have considered their membership on that basis. Conditions in some elevators indicate that they have not.

An examination of the elevator by a competent inspector and suggestions made regarding existing fire hazards will not avail anything unless the hazards are corrected.

Fire losses have increased. If such increase continues the cost of insurance will correspondingly increase. If the owners and operators will all use care and diligence in eliminating hazards and operating the elevators, the fire waste will be largely reduced.

Fire losses from exposure, purely accidental and unavoidable causes, will aggregate an amount large enough without permitting the amount to be enhanced by fires that can be prevented.

**Markets by Radio:** When market reports are generally disseminated by radio, many and perhaps most grain elevators will be equipped with a radio system. Unless the system is properly installed there is danger of damage being done to the building and to the radio system by electric current running down along the antenna wire into the building. The antenna wire should be connected to the building on porcelain knobs and should enter the building through a porcelain tube. There should be a bend downward in the antenna wire outside of the building so that the bend will be just below the tube which the wire passes through into the building. A lightning arrester should be attached to the lower part of the bend in the antenna wire and a ground wire should be extended downward from the lightning arrester in as near a straight line as possible. A ground wire is to be run from the machine also. The ground wires should not be attached to the same ground.

## Chamber of Commerce on Trade Statistics.

With relation to statistical activities of trade ass'ns the United States Chamber of Commerce special com'te to investigate trade ass'ns recommended that reports of members should be accurate and sufficiently complete to prevent misconstruction; that as distributed to members, the statistics should not be accompanied with comment or interpretation which could induce concerted action on part of members; and that all statistics relating to prices should be confined to closed transactions and should not refer to future.

The com'te reported that it believed that trustworthy information concerning capacity, stocks, production, sales and prices is essential to industry and voluntary reports to ass'ns and subsequent publication and dissemination is beneficial to trade.

The com'te's referendum declared that ass'ns should be free from governmental control; statistics should be collected and disseminated to the trade; that statistics of actual closed transactions should be collected; and that ass'ns should make available to the public and government agencies all statistics of interest to them.



### South Dakota's Warehouse Law.

[Continued from page 526.]

Sec. 7. That Section 9754 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Duty of Warehouseman—Redelivery Upon Demand.** It shall be the duty of every public warehouseman to retain possession of all grain received for storage either within the warehouse where such grain is delivered or in some other bonded warehouse located in this state or in a bonded warehouse located at some terminal market.

It shall be unlawful for the owner, lessee or manager of any public warehouse to sell grain held in storage. Where the storage capacity of such warehouse has been exhausted, the owner, lessee or manager of any public warehouse shall deposit grain received for storage in a public warehouse located at a convenient terminal market, provided that such terminal warehouse shall be bonded under federal law or the laws of the state where such terminal warehouse is located. Such grain shall remain in storage in said terminal warehouse until finally disposed of by the owner of the original storage ticket.

On the return of any warehouse receipt properly endorsed and the tender of all proper charges upon the property represented by it, such grain, or an equal quantity of the same grade and kind and quality, shall be immediately delivered to the holder of such receipt as rapidly as due diligence, care and prudence will justify. Nothing in this section shall be construed to mean the delivery of the identical grain specified in the receipt so presented, but an equal amount of the same grade, kind and quality; and if the grain so delivered has not been cleaned by warehouseman, there shall be added to the amount so delivered the amount originally deducted from the grain stored for dirt, which amount shall also be delivered; and when such grain is to be shipped from some terminal point where such elevator company or warehouseman is doing business, such elevator company or warehouseman shall guaranty both weight, grade and quality.

Sec. 8. That Section 9755 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Reports to Board.** In addition to the monthly reports required by the provisions of this article required to be made by every owner, lessee or manager of any public warehouse operated in this state every such owner, lessee or manager shall furnish to the Board of Railroad Commissioners, in writing, under oath, at such times as the Board of Railroad Commissioners may require, a statement of the condition and management of the business as such warehouseman. Such report shall show the total number of bushels of each kind and grade of grain purchased and in store, the numbered delivered out, and the number remaining in store at the date of the report. But no warehouseman shall be required to weigh the grain on hand more than once in each year; and the warehouseman shall, in addition to such statement be required to furnish to such board any other information regarding the business of his warehouse which such board may require.

Sec. 9. That Section 9762 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Schedule of Rates.** The Board of Railroad Commissioners is hereby required to investigate, from time to time the cost of receiving and holding grain in storage by the public warehouses of this state and shall fix just and reasonable rates for the storage of grain which rates shall become effective on the first day of August following the date of publication by such Board after such investigation has been completed.

The rates for storage, as thus determined by the Board of Railroad Commissioners shall be uniform throughout the state and each and

every owner, lessee, or manager of any public warehouse operating in this state shall post a schedule of such rates in some conspicuous place in his warehouse and shall charge and collect from all persons alike storage charges according to the rates thus established. Storing grain free of charge is hereby prohibited.

Sec. 10. That Section 9764 of the South Dakota Revised Code of 1919 be and the same is hereby amended to read as follows:

**Violation—Penalty.** Any person, association, or corporation, or any representative thereof, who shall knowingly cheat or falsely weigh any grain or any other agricultural product, or who shall violate the provisions of any section of this article, or who shall do or perform any act or thing herein prohibited, or who shall fail to do and keep the requirements as herein provided, shall be deemed guilty of a misdemeanor and shall upon conviction thereof be punished by a fine of not less than one hundred dollars nor more than five hundred dollars or by imprisonment in the county jail for a period not exceeding thirty days or both such fine and imprisonment.

### A Wheat Special for Oklahoma.

The Santa Fe Railway Co. will run a "wheat Special" train through the wheat belt of Oklahoma for five days—May 14 to 19—and will make stops at thirty-five stations where talks will be made by guests of the train representing the State Board of Agriculture, the A. & M. College of Stillwater and the South Western Wheat Improvement Assn. The slogan of the train will be "SAFER FARMING IN THE WHEAT BELT."

J. F. Jarrell, Agriculturist for the Santa Fe Railroad, will be in charge of the train.

M. A. Beeson, Dean of Agriculture, Oklahoma A. & M. College, will be in charge of the program.

#### PROGRAM.

Harvesting, Stacking and Storing the Wheat Crop—J. A. Whitehurst, President of State Board of Agriculture.

State Grain Inspection and Its Relation to the Farmer—E. H. Linzee, State Grain Inspector.

Growing the Wheat Crop—H. M. Bainer, Director of the Southwestern Wheat Improvement Ass'n, and Dr. M. A. Beeson, Dean of Agriculture of Oklahoma A. & M. College.

Putting Quality in Wheat—Professor Adrain Daane of the Agronomy Department, Oklahoma A. & M. College.

Livestock for the Wheat Belt—Professor W. L. Blizzard, head of the Animal Husbandry Department, Oklahoma A. & M. College, and Professor A. C. Baer, head of the Dairy Department, Oklahoma A. & M. College.

### Statement of Department of Agriculture on Enforcement of Capper Law.

The U. S. Department of Agriculture issued a formal statement Apr. 20, declaring "Reports that this law will put the grain exchanges out of business or interfere with their legitimate functions are entirely without foundation. It does not interfere with hedging transactions on the boards of trade that receive designations as 'contract markets.' Neither does it interfere with ordinary speculation in the buying and selling of contracts for future delivery on such markets.

"If, however, there should be evidence of undue manipulation, or attempts to corner the market, or of the dissemination of false or misleading information about crop or market conditions by members of the exchange such conduct would be inquired into and promptly dealt with. The law gives authority to observe and inquire into the operations on grain exchanges and to speak with authority concerning such matters."

### Program Kansas Meeting.

The tentative program of the 26th Annual Convention of the Kansas Grain Dealers Ass'n, May 16th and 17th, in Topeka.

#### Wednesday Morning Session.

Meeting called to order in Memorial Hall. Singing of "America" by all in attendance. Address of Welcome—J. B. Price, Manager, Topeka Chamber of Commerce. President's Annual Address. Secretary's Annual Report.

#### Wednesday Afternoon Session, 1:30 p. m.

"Where American Business Stands"—Hon. A. F. Williams, United States District Attorney. "Rail Consolidation"—Hon. C. M. Reed, Chairman Public Utilities Commission. "Contracts"—Discussion opened by H. L. Shellenberger, Lyons, Kans. "Fair Distribution of Box Car Equipment"—Roy Cunningham, Larned, Kans. (Evening entertainment provided by Topeka Board of Trade in City Auditorium.)

#### Thursday Morning Session, 9:30 a. m.

"My Impressions of the European Grain Trade"—S. P. Wallingford, President, Kansas Grain Dealers Ass'n. "Pass Prosperity Around"—Zohner Roller, Wray, Colo. "Fair and Unfair Competition"—Discussion opened by C. E. Huff, Oronoque, Kans. "How to Determine Cost of Handling Grain Through Country Elevators"—Subject opened up for discussion by W. L. Dunbar, Haviland, Kans.

#### Thursday Afternoon Session, 2 p. m.

"Telephone Troubles"—Discussion opened up by F. A. Derby, Topeka, Kans. Treasurer's Financial Statement. Report of Manager Traffic and Claim Department—S. R. Duckett, Topeka, Kans. Reports of Committees and Election of Officers. The Topeka Board of Trade will serve a banquet to all visiting dealers and their wives at 6 o'clock in the Masonic Temple.

### Oklahoma Concrete Elevator.

One of the reasons Norway is lacking in historical interest is that its ancient public buildings and private mansions were constructed of the splendid timber with which the country abounded. With the lapse of time all decayed.

At Ponca City, Okla., however, D. J. Donahoe has erected a monument that will endure longer than the castles on the Rhine in the form of the reinforced concrete elevator shown in the engraving herewith.

The building is 36x34, 130 ft. high over all and contains 19 bins with a capacity of 70,000 bus. The handling capacity is a carload an hour, with very handy arrangements for cleaning and mixing. The engine in the mill nearby furnishes the power for the electric motors driving the machinery, which includes an Invincible Clipper and Eureka Separator. The weighing is done on a 2,000-bu. Fairbanks Hopper Scale. The house was built by the Jones-Hettelsater Construction Co.



70,000-bu. Elevator of D. J. Donahoe at Ponca City, Okla.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Santa Cruz, Cal.—O. A. Childers' grain store has been taken over by the Santa Cruz Milling Co., who will run it as a city retail branch.

## CANADA

Expanse, Sask., Winnipeg—The elvtr. of the McLean Elvtr. Co. burned recently.

Montreal, Que.—J. Marshall, former mgr. of this office of the Western Canada Flour Mills Co., Ltd., will engage in the grain brokerage business here.

Ft. William, Ont.—The Brooks Elvtr. Co., Ltd., of which Thomas O. Cliff is resident mgr., has been authorized to use \$90,000 of its capital to carry on business in Ontario.

Lunbeck, Alberta—A 65,000-bu. elvtr. and a 125-barrel flour mill will be erected here for the Doukhobors, also known as the Christian Community of the Universal Brotherhood of Canada.

Winnipeg, Man.—It is proposed to tax trading in futures on the Winnipeg Grain Exchange, wheat at the rate of 6 cents per 1,000 bus.; barley, oats and rye, 3 cents per 1,000 bus., and flax 12 cents per 1,000 bus.

Vancouver, B. C.—Lawrence S. Carr, who has been Calgary mgr. of the Vancouver Milling & Grain Co., Ltd., for the past three years, has been transferred to the main office here, to supervise the purchasing department of the company.

Evesham, Sask.—The United Grain Growers sustained a \$22,000 loss recently when their elvtr. and the contents burned. Seven thousand and five hundred bus. of wheat and 1,500 bus. of oats burned. The capacity of the elvtr. was 35,000 bus.

Winnipeg, Man.—P. Heffelfinger succeeds C. H. Leaman as mgr. of the Northern Elvtr. Co. which is a subsidiary of the Peavey Elvtr. Co. Mr. Leaman, who was at one time pres. of the Winnipeg Grain Exchange, will remain in the grain business here.

Montreal, Que.—The officers of the Montreal Corn Exchange, recently elected at the annual meeting are: H. D. Strachan, pres., T. H. Reeves, treas., A. G. Burton, A. E. Clara, F. A. Heywood, J. A. Marshall, W. J. McAuley, N. S. Stuart and H. Quintal, Board of Management, W. B. Bradshaw, A. E. Clara, J. A. Marshall and J. B. Trempe, Transportation Com'te.

Fort William, Ont.—The new storage annex of N. M. Paterson & Co., which was illustrated and described in the Journal Apr. 10, page 467, has a concrete loft tower giving the special advantage of enabling the owners to load out all of the grain in storage while the regular shipping leg is occupied further up the river, and in case of fire in the wooden working house permitting the owners to load out all the grain in either storage. Pouring of concrete was started Aug. 15 and the elvtr. was ready to receive grain Nov. 7.

## COLORADO

Peetz, Colo.—The local elvtr. of the Nebraska-Colorado Grain Co. will be closed, while improvements are being made. It will be opened until the movement of the 1923 crops begins.

Sterling, Colo.—The elvtr. of the Farmers Elvtr. & Supply Co., which has been operated under lease for the past two years by J. P. Rasmussen, is to be operated as a farmer controlled concern again. S. G. Fosdick is mgr.

Yuma, Colo.—Work has been started on the 60,000-bu. elvtr. being erected for the Colorado Mill & Elvtr. Co. The elvtr. will be of reinforced concrete 32x38-ft. and 110-ft. high. There will also be a warehouse 32x46-ft. and an office 12x30-ft. The Burrell Engineering & Construction Co. has the contract.

Amherst, Colo.—The Farmers elvtr. is having a new truck dump installed, and is also being remodeled. W. H. Cramer Construction Co. has the contract.

## IDAHO

Sandpoint, Ida.—The Farmers General Supply Co. sustained a slight damage loss Mar. 9 when fire started in its elvtr., due to exposure.

McCammon, Ida.—We are remodeling our mill and elvtr. We will handle car lot grain shipments, but our specialty is whole wheat flour.—Moench Bros.

## ILLINOIS

Allen (San Jose p. o.), Ill.—John Weimer will erect a grain elvtr. here.

Missal (Streator p. o.), Ill.—H. E. Crum is no longer mgr. of the Missal Farmers Grain Co.

Oregon, Ill.—D. H. Doeden succeeds R. M. Smith as agent of the Armour Grain Co.'s elvtr. Spires (Minonk p. o.), Ill.—J. G. Andrews is now mgr. of the Spires Elvtr. Co. in place of E. M. Reiter.

Cuba, Ill.—The mill and elvtr. of the Cuba Co-op. Grain Co. will be closed until after the re-organization sale.

Reading, Ill.—The executor of the estate of John Bowlin, who died in January, intends to sell or discontinue the business.

Kings, Ill.—The White Rock Elvtr. Co. has purchased the elvtr. of the Armour Grain Co., giving a total capacity of 40,000 bus.

Cruger, Ill.—The Cruger Farmers Ass'n sustained a slight damage loss by fire when a locomotive spark fell on the roof of the elvtr.

Sycamore, Ill.—Van Wie & Moorhead have closed their office at Oskaloosa, Ia., and C. J. Brophy, who was mgr. is now in charge of the office here.

Springfield, Ill.—House Bill 505 entitled "An act in regard to warehouse receipts" was recommended for passage by the Com'te on Judiciary, Apr. 12.

Teheran, Ill.—The Farmers Grain & Coal Co. of Mason City, has let contract for the construction of a 12,000-bus. concrete storage addition, to the Ballinger Construction Co.

Forest City, Ill.—While corn was being shelled at the Forest City Grain Co.'s crib recently, sparks ignited a pile of husks, but the blaze was extinguished before it reached the crib.

Woodford (Minonk p. o.), Ill.—J. H. Simpson & Sons, proprietors of the Woodford Elvtr. Co. will build a 60,000-bu. crib elvtr. here this summer. D. G. Eikenberry has the contract.

Humrick (Ridgefarm p. o.), Ill.—Harry Brock-Jones, who purchased the elvtrs. here and at West Humrick, is operating them under the name "The Humrick Elvtrs. Co." of Ridgefarm.

Holmes Landing, Ill.—The Peoria Grain & Barging Co. will erect a concrete elvtr., warehouse and mgrs. residence here. Townsend B. Smith has the contract. Holmes Landing is not a postoffice.

Ashton, Ill.—The Bergeson elvtrs. here and at Middlebury were exchanged for 305-acres of land in Iowa, belonging to Chas. W. Rabbit of Amboy. Mr. Bergeson will manage the elvtr. here for Mr. Rabbit.

Hayes (Tuscola p. o.), Ill.—Ed Collins & Son have purchased the two elvtrs. of J. C. Koehn. W. H. Reader will manage both elvtrs. John Watson of Filson will manage the elvtr. of Ed Collins & Son at Arthur.

Springfield, Ill.—The Fernandes Grain Co. has been denied a rehearing in the case appealed from the circuit court by the Easton Farmers Grain Co. involving money alleged to have been lost by the Easton Farmers Grain Co. in speculation on futures. The case will now come back to the circuit court for a second trial.

Springfield, Ill.—Senate Bill 24, appropriating \$12,000 to Dept. of Trade and Commerce for Division of Chicago Grain Inspection for overtime grain inspection services, passed the legislature Apr. 10 and became a law.

Philo, Ill.—A company of farmers consisting of A. S. Brand, J. F. Plotner, Wm. Moran and others have purchased my elvtr. here and will take over the plant on May 1, and will be known as the Philo Grain Co.—J. A. Gilles.

Kempton, Ill.—The Farmers Elvtr. Co. was given a favorable decision by the circuit court in the suit brought against J. E. Bennett & Co. to recover money lost by A. J. Hartquest, former mgr., in Board of Trade transactions.

Springfield, Ill.—Creditors of the E. B. Conover Grain Co. have just received their final dividend of one per cent. The expenses of liquidation amounted to \$6,597.74, leaving \$46,708 out of the \$53,305.74 collected to be distributed.

Galesburg, Ill.—We established our office here Apr. 1 and are engaged in the grain and feed business on the brokerage basis, and at times we buy grain from the country elvtrs. and ship to cattle feeders in Missouri and Southern Illinois.—C. A. Olin, Central Grain & Feed Co.

Henning, Ill.—The Henning Grain Co. has let contract to the Boggess Construction Co. for the construction of an 80,000-bu. elvtr. of cribbed construction sided with corrugated iron siding, with ear corn equipment including Union Iron Works Sheller and Cleaner, and Richardson Scale.

Middlebury, Ill.—The Bergeson elvtrs. here and at Ashton were exchanged for 305 acres of land in Iowa belonging to Chas. W. Rabbit of Amboy. The railroad here does not operate any more and Mr. Bergeson is hauling the grain on hand to the elvtr. at Ashton and he will dispose of it.

Walton, Ill.—We have bot the elvtr. of the Armour Grain Co. at Amboy, Ill. We are wrecking it and moving the lumber here to use in our new building. The elvtr. will have a capacity of 20,000 bus. with a mill room attached 16x20 ft. We are installing a 24 Scientific Ball Bearing Attrition Mill, 50 h. p. engine and Kenyon Corn Crusher in the mill. In the elvtr. we will have 1 elvtr. stand, Kewanee Truck Lift and a 10-h. p. F-M Type Z Engine.—Oscar Berga, mgr. Walton Co-op. Co.

Springfield, Ill.—Senate Bill No. 363, introduced by Dailey on Apr. 18, authorizes the regulation of trade ass'ns by the Illinois Commerce Commission to provide free, fair and open competition in the production, manufacturing, marketing, purchase, sale, exchange, use, hiring, storing and distribution of any article or commodity in common use. Penalties are provided. This does not apply to co-operative agricultural ass'ns engaged in marketing farm products nor to rate-making corporations or ass'ns within the provisions of the Public Utility Act. The bill is before the com'te on judiciary.

## CHICAGO NOTES.

Memberships in the Board of Trade are selling at \$5,000.

Henry A. Rumsey, of Rumsey & Co., has been re-elected mayor of Lake Forest, Ill., for the fourth time.

The directors of the Board of Trade have approved and ordered posted for ballot an amendment to Sec. 33 of the rules changing the compensation of brokers from  $\frac{1}{8}$  to  $\frac{1}{4}$  and cutting out the sliding scale of  $\frac{1}{4}$  for higher priced grain, so that after the adoption of the amendment the allowance will be a straight  $\frac{1}{4}$  cent per bushel.

To comply with the Grain Futures Act the members of the Board of Trade will vote Apr. 30 on the following two amendments to the rules: "Every member shall make, or file, such report, and keep such record of his transactions as he is required to make, file or keep, by sub-clause (b) of Section 5 of the Act of Congress known as the Grain Futures Act, and if he shall fail to do so he shall be suspended by the board of directors from all privileges of membership until he shall comply with the said provisions of said act."

"In order to comply with the Act of Congress known as the Grain Futures Act, it is hereby provided that all rules of this association shall be construed with reference to, and shall be deemed subject to, and modified by, the provisions of said act."



The Rogers Grain Co. will move May 1 from the Postal Telegraph Bldg. to larger quarters in the Webster Bldg.

H. A. Von Rump of St. Louis was admitted to membership in the Board of Trade recently. He will handle the J. C. Shaffer Grain Co.'s wire at St. Louis.

An explosion in the starch house of the Corn Products Refining Co. at Argo shortly after 8 a.m., Apr. 20, was followed by a fire which did about \$5,000 damage to the machinery in the 2-story concrete building. Of the 12 men in the house one escaped unhurt, 8 were burned and injured and three killed, the latter dying of their burns at the hospital. The explosion made a terrific noise and broke many windows. An investigation failed to determine the cause; but starch dust mixed with air is as hazardous as gunpowder.

Section 30 of Rule IV of the Board of Trade has been amended by adding the following paragraph: "The name under which any member of this Board transacts business, under its rules, shall clearly indicate whether said business is that of an individual, co-partnership or corporation." The vote of members was: Yes, 429; no, 278. By a vote of 607 against to 109 for, the Board of Trade failed to amend Section 7 of Rule I to allow non-resident members 50 miles or more from the city to cast a vote at elections altho not present in person.

John R. Mauff, newly-appointed executive vice-pres. of the Chicago Board of Trade, on Apr. 10 was made official spokesman for the ass'n by action of the board of directors. In the future all matters of a public interest will be voiced by Mr. Mauff. "This step was taken," said President John J. Stream in making the announcement, "as part of the association's plan in establishing a closer relation with all agricultural and allied interests and with the public in general, with a view to better serving the producer, the distributor and the consumer. Creation of the office of executive vice president was for the purpose of permitting greater continuity in the supervision of the association affairs. The new duties today added to this office carry the plan a step further. In the future Mr. Mauff will cooperate not only with producers and others interested in the marketing of grain, but will also give his hearty support to allied associations, the press and official bodies in the study of questions having a public interest."

The J. J. Badenoch Co. has established a cash grain receiving department and is opening a department devoted to handling orders for future delivery. E. V. Maltby will have charge of the cash grain department. He has been engaged in the cash grain business for 20 years, was connected with Hulburd, Warren & Chandler and is a farmer in a large way. Frank Cheate and B. L. Figeley, formerly with that firm, also have joined the force of the Badenoch Co. and will travel their respective territories in Illinois. The future trading department opens this week with new offices in the Postal Telegraph Bldg., in charge of Royal W. Bell, for many years a broker and trader on his own account. The two new departments will round out the long established business of the Badenoch Company, already well and favorably known in the retail feed business in North Union Street and in recent years more extensively engaged in the manufacture of feeds at the new reinforced concrete elvtr. in West 17th street. The company now is represented on the floor of the Board of Trade with six active memberships.

## INDIANA

Indianapolis, Ind.—The Heinmiller Grain Co. has closed its office.

Maplewood, Ind.—Grant Martin has resigned as mgr. of the Maplewood Elvtr. Co.

Lucerne, Ind.—H. V. Catron, who was mgr. of the Farmers Co-op. Elvtr. Co., is leaving this place.

Westphalia, Ind.—The Wabash Grain Co. has let contract for the construction of a 10,000-bu. bin elvtr.

Greensburg, Ind.—We are installing a new McMillin Wagon and Truck Dump.—R. A. McCoy Elvtr.

Indianapolis, Ind.—J. R. Miller, a grain broker, died recently. He is survived by his widow and one daughter.

Frankton, Ind.—The Farmers Grain & Coal Co. has purchased new truck scales, capable of weighing 20 tons.

Muncie, Ind.—Eighty feed and grain dealers were the guests of the Sturgeon Grain & Coal Co. at a dinner held Apr. 11.

Emison, Ind.—The F. J. Townley Elvtr. Co. has let contract for the construction of a five-bin elvtr. of 26,000 bu. capacity.

Westport, Ind.—The Blish Milling Co. is installing new machinery in the elvtr. to prepare chicken feed in the most modern way.

Franklin, Ind.—Joseph M. Dunlap died at his home recently, after an illness of four years. He is survived by his widow and four children.

Bloomington, Ind.—Work has been started on our new concrete elvtr. to have a capacity of 50,000 bus.—Bloomington Milling Co., W. A. Karsell.

Atkinson (Oxford p.o.), Ind.—Mail for the Atkinson Grain Co. should be addressed to Oxford, Ind., as the postoffice at Atkinson has been closed.

Oaktown, Ind.—Sartor & Clarke, proprietors of the Oaktown Grain Co., have let contract for the construction of an elvtr. with a capacity of 30,000 bus.

Valparaiso, Ind.—The Brown Supply Co. has been incorporated to handle hay, grain, feeds, seeds, coal and building material. The company has purchased a large warehouse and a good site for yard and other buildings, including a good side track. S. J. Brown, former mgr. and sec'y of the Chatfield Grain Co., is mgr.—Brown Supply Co. by S. J. Brown.

Fulton, Ind.—The Fulton Grain & Lumber Co. has sold its grain and lumber business to the Mayer Grain Co., South Whitley, Ind. Application has been made for dissolution of the corporation.—S. F. Bowen, mgr. Fulton Grain & Lumber Co. The Mayer Grain Co. writes, "We are going to electrify the plant, install new motor, and make other changes and improvements."

Gas City, Ind.—A. B. Martin of Lafontaine has purchased the plant and business of the Gas City Elvtr. Co. The elvtr. company will reduce its stock of merchandise on hand before the new owner takes charge, as he plans to put in fresh stock and some new lines, and make some improvements. In the consideration involved in the sale, the elvtr. company takes over a 200-acre farm.

## IOWA

Minden, Ia.—Louis Ehlers will build a 30,000 bu. elvtr.

Libertyville, Ia.—A. H. Miller is remodeling his elvtr.

Clinton, Ia.—Jake Smith is now mgr. of the Farmers Elvtr. Co.

Cedar Falls, Ia.—The Farmers Elvtr. was robbed recently.—J.

Galva, Ia.—William Swift is now mgr. of the Farmers Union Elvtr.

DeWitt, Ia.—Chauncey S. Harrington died at his home here recently.

Ute, Ia.—Grover Sander succeeds A. A. Hart as mgr. of the Farmers Elvtr. Co.

Turin, Ia.—The Turin Elvtr. Co. will rebuild its elvtr. which burned in March.

Adair, Ia.—Wm. Wheeler is installing an 8-bu. Richardson Automatic Scale.

Oakville, Ia.—The Oakville Grain Elvtr. Co. has installed a feed grinder in its plant.

Truesdale, Ia.—M. H. Spurgeon & Son have purchased a new 10-bu. Richardson Scale.

Correctionville, Ia.—M. H. Spurgeon & Son have purchased a new 10-bu. Richardson Scale.

Akron, Ia.—Alvin Manning has succeeded William Swift as mgr. of the Farmers Grain Co.

Chelsea, Ia.—Charles Tappen has purchased the machinery and equipment of the Chelsea mill.

Early, Ia.—F. S. Smith, proprietor of the Early Grain Co., whose elvtr. burned in March, will rebuild.

Mt. Union, Ia.—The Farmers Elvtr. Co. will install transmission rope, buckets, belting and steel siding.

Cherokee, Ia.—The Perry Boughton Co. is having repairs made by the Younglove Construction Co.

Cleghorn, Ia.—The Farmers Elvtr. Co., of which S. H. Lassen is mgr., has let contract to the Younglove Construction Co. for a 20,000-bu. fast handling addition on the I. C. R. R. This will give the company 50,000 bus. storage.

Williams, Ia.—The contract has been let by the Farmers Elvtr. Co. for the construction of a 38,000-bu. tile elvtr.

Tara (Ft. Dodge p.o.), Ia.—John Banwell will remodel his elvtr. and install a larger leg, iron siding and metal roof.

Castana, Ia.—Max Wolter succeeds H. J. Shaffer, who resigned, as mgr. of the Trans-Mississippi Grain Co.'s elvtr.

Alleman, Ia.—The Farmers Elvtr. Co. was robbed recently. The thieves obtained an adding machine and \$20 in cash.

Struble, Ia.—Mail addressed to the Atlas Elvtr. Co. has been returned. The elvtr. burned recently, and will not be rebuilt.

Marshalltown, Ia.—The office of Roskopf & Kopel's grain elvtr. was robbed recently, and \$116 was taken by the thieves.—J.

Vermillion, Ia.—The Farmers Elvtr. Co. has installed a new rope drive, and had other repairs made by the Younglove Construction Co.

Sioux City, Ia.—The Western Terminal Elvtr. has installed a 2,000-bu. hopper scale. The Younglove Construction Co. did the work.

Luton, Ia.—The King-Wilder Grain Co. is having a new belt, cups and elevating machinery installed by the Younglove Construction Co.

Sioux City, Ia.—T. A. Black, pres. of the Terminal Grain Corporation is at the hospital, where he is recovering from a minor operation.

Rudd, Ia.—The Rudd Grain Co., formerly known as the Hubbard Grain Co., is installing new motors and legs, and doing general repairs.

Oskaloosa, Ia.—Van Wie & Moorhead have closed their office here. C. J. Brophy, who was mgr. is now in charge of the office at Sycamore, Ill.

Beaver, Ia.—The Quaker Oats Co. will erect a grain elvtr. here with a capacity of 45,000 bus. The elvtr. will be ready for use in July.—J.

Wagner, Ia.—The South Dakota Grain Co. has installed new cups, belt and elvtr. machinery. The Younglove Construction Co. had the contract.

Des Moines, Ia.—The senate passed House Bill 668, an act to provide for storage of grain in state-licensed warehouses and under state supervision.

Davenport, Ia.—The Teska Flour & Feed Co. is installing a new 3 roller mill, legs, separators, and motors. Newell Construction Co. has the contract.

Des Moines, Ia.—The Falcon Milling Co. has let contract to the Whit Construction Co. for the erection of 5 storage tanks, having a capacity of 90,000 bus.

Winterset, Ia.—W. Young & Co. will add a feed grinding plant to its elvtr. J. G. Williams has the contract. The machinery will be furnished by the Union Iron Works.

Wapello, Ia.—R. A. Wiederrecht has resigned his position as mgr. here to accept a similar position with the Farmers' Elvtr. Co. at Mt. Union, as stated in this column, Feb. 25.

Inwood, Ia.—T. E. Moen & Son, who have been operating an elvtr. on the C. M. & St. P. Railroad have bot the 25,000-bu. elvtr. of the Farmers Elvtr. Co., and are operating it.

Grinnell, Ia.—It was erroneously reported that H. B. Booknau was mgr. of the Farmers Elvtr. Co. H. S. Evans is mgr. Mr. Booknau is mgr. of the Farmers Elvtr. Co. at Malcolm, Ia.

Corwith, Ia.—J. L. Paulson has resigned as mgr. of the Corwith Co-op. Grain Co. He is going to travel for the LaBudde Grain Co. of Milwaukee, Wis. His successor has not yet been named.

Davenport, Ia.—A. R. Peterson, formerly in charge of the cash grain department of the Rothschild Grain Co. has accepted a position with Wichelman & Co., brokers, with offices in the Kahl Building.—J.

Cedar Rapids, Ia.—Edwin M. Wilcox, formerly assistant mgr. of the Minneapolis office of the Rosenbaum Grain Corporation of Chicago, Ill., will take charge of this office for Lamson Bros. & Co. of Chicago. He succeeds J. E. Robins.

Ft. Dodge, Ia.—Our fire, which occurred last month, was caused from defective wiring. The loss to building was about \$3,000, and insurance carried on grain \$4,000. The elvtr. will be repaired and will be raised about 10-ft. higher, and it will then have a capacity of 15,000 bus. We will install a truck dump and a Richardson Weighing Out Scale.—Farmers Elvtr. Co.



Farnhamville, Ia.—The Farmers Elvtr. Co. was robbed recently, and \$38.17 was taken from the safe. The D. Milligan Co.'s office and the Farmers Lumber Co. were also robbed but nothing valuable was taken.

Westfield, Ia.—J. J. Mullaney of Sioux City bot the McCaul Webster elvtr. and he is having a new truck lift installed, a new roof put on, the house painted and overhauled by the Younglove Construction Co.

Eldridge, Ia.—The Farmers Elvtr. Co. has let contract to the Younglove Construction Co. for the erection of a 20,000-bu. corn shelling plant. Two old buildings are being wrecked, and will be replaced by the new elvtr.

Sioux City, Ia.—Mrs. Amelia S. Lever, widow of C. J. Lever, has been appointed successor to her husband in the receivership of Fred C. Mariner, Incorporated, a defunct grain elvtr. concern, by Judge A. O. Wakefield.—J.

Des Moines, Ia.—J. C. Weil was victor in the case against Robt. B. Parrott, pres. of the Guarantee Mortgage Co. for \$1,920, the amount asked in the suit. Mr. Weil alleged he purchased stock in the Planters Terminal Elvtr. Co., the value of which was misrepresented by Mr. Parrott.

Webster City, Ia.—The Webster City Elvtr. Co. has brot suit against Frank Page to recover \$400 on a contract by Page to deliver 1,000 bus. of corn at 4½ cents per bushel. The company paid \$50 down Aug. 9, 1922, to bind the bargain, and \$100 more Dec. 1, and corn has been going up in price ever since. Page kept the money, but delivered no corn.

Ferguson, Ia.—A 20,000-bu. grain elvtr. will be built this summer to replace the one destroyed by fire last December. This was decided at a meeting at which the old Farmers Elvtr. Co. was dissolved and a new one formed to be known as the Ferguson Grain Co. Capital stock \$10,000. Officers elected are Fred Butler, pres., William Gummert, vice-pres., A. S. Cooper, sec'y, Fred Lutes, treas., and D. A. Miller, mgr. It has not yet been decided whether a frame or concrete structure will be erected.

Des Moines, Ia.—House Bill 557 was recommended for passage on April 4 by the com'te on ways and means, provided the following amendment is adopted: Section 3. That section thirteen hundred eighteen (1318) of the code, 1897 (C. C. 4499) be amended by adding thereto at the end thereof the following: Provided that every warehouseman as herein specified shall file with the assessor of the township or municipality wherein his warehouse is situated a written statement showing all property in his possession belonging to another subject to taxation, and the name and address of the person, firm, corporation or estate to which it belongs; and in the event said warehouseman fails to furnish such statement to said assessor upon request, then all property in possession of the warehouseman belonging to another subject to taxation, shall be deemed to be owned by the warehouseman for the purposes of taxation, and he shall be liable for taxes thereon.

## KANSAS

Cedar, Kan.—Cedar Elvtr. Co., incorporated; capital stock, \$10,000.

Gaylord, Kan.—Dannenberg Grain & Supply Co., incorporated; capital stock, \$15,000.

Great Bend, Kan.—Mail addressed to the Great Bend Grain Co. has been returned.

Leoti, Kan.—We will close down for an indefinite time.—Equity Co-op. Mill & Elvtr. Co.

Claudel, Kan.—Claudel Farmers Elvtr. & Shipping Ass'n, incorporated; capital stock, \$12,000.

Oswego, Kan.—E. Solomon, who was mgr. of the Pearl Roller Mills Co. for 25 years, died recently.

Silica, Kan.—The Ellinwood Milling Co. sustained a small damage loss Apr. 19, when fire started in its elvtr.

Ford, Kan.—The Midwest Grain Co. of Hutchinson has purchased Elmer Riley's elvtr. W. J. Sterling will be mgr.

Salina, Kan.—The Robinson Milling Co. of which J. S. Hargett is mgr., contemplates improving their plant to the extent of \$15,000.

Caruso (Ruleton p.o.), Kan.—Guy E. Fike has let contract for the construction of a 60,000-bu. concrete elvtr. to W. C. Bailey & Son. The equipment will include a 15-ton Fairbanks truck dump scale, truck dump, Hall Special Leg, 10-bu. Richardson Scale, and exhausters. The house will be motor driven.

Runnymede, Kan.—We bot the elvtr. which was formerly owned by J. R. and Sam Williamson, and have taken charge of it.—W. L. Bolkin & Son.

St. Francis, Kan.—The erection of a 15,000 bu. addition to the elvtr. of the Nye-Schneider-Jenks Co., formerly known as the Central Granaries Co., has been started.

Lovewell, Kan.—The Scoular-Bishop Grain Co. will build a 15,000-bu. cribbed ironclad elvtr. with shelling and feed grinding machinery. R. M. Van Ness Construction Co. has the contract.

Jetmore, Kan.—The A. H. Ling Mill & Elvtr. Co. has plans for the construction of a large warehouse. An elvtr. will be built if crop conditions within the next few weeks seem to justify it.

Wichita, Kan.—The Board of Trade has applied for permission under the Capper-Tincher act to establish a call market for grain futures. Trading will be limited to two 30-minute periods daily.

Dunlap, Kan.—J. B. Lamb has let contract to the R. M. Van Ness Construction Co. for a 12,000-bu. cribbed iron clad elvtr. The house will be motor driven and equipped with high speed leg with overflow system.

Danville, Kan.—The Larrabee Flour Mills Co.'s elvtr. burned recently. The elvtr. contained 4,000 bus. of wheat, and a car containing 1,500 bus. of wheat was also destroyed. The building and wheat were covered by insurance.

Wichita, Kan.—The Red Star Mill & Elvtr. Co. has let contract for the construction of the building for a \$100,000 electrical power plant. The equipment, which cost \$75,000, was purchased several weeks ago. Work will start immediately.

Meriden, Kan.—The Meriden Farmers Union Co-op. Business Ass'n has let contract to the Federal Engineering Co. to remodel its elvtr. The improvements include a new concrete water-proof pit, new leg belt and buckets, truck dump, new motors, and two 15 h.p. motors. A fireproof roof is being put on and the exterior of the building covered with corrugated iron.

Leavenworth, Kan.—Wm. A. Cranston of this city, and Geo. E. Liggett of Kansas City, Mo., have purchased the elvtr. and plant of the Wilson-Legler Hay & Grain Co. for \$25,000, and will operate under the name of Cranston-Liggett Grain & Feed Co. The firm will conduct a general grain, feed and hay business. Mr. Cranston was formerly in charge of the Wilson-Legler plant and Mr. Liggett was with the Ranson Coal & Grain Co.—Geo. E. Liggett.

Hopewell, Kan.—In all probability there will be an elvtr. built here this year on the site formerly owned by the Producers Grain Co., whose elvtr. burned in February. The new elvtr. will be equipped with modern machinery. The Producers Grain Co. has sold its lease here to Geo. R. Cooper of Macksville. The Hopewell Co-op. Equity Exchange will do some needed repairing and will install a new car loader.—Hopewell Co-op. Equity Exchange.

## KENTUCKY

Louisville, Ky.—Garnett S. Zorn, pres. of S. Zorn & Co., was recently married to Miss Edna Temple.

Louisville, Ky.—While working on the plant of the Fleischman Malting Co., which is being remodeled, a scaffold broke and six men were injured.

Lexington, Ky.—The Elmendorf Coal & Feed Co. has consolidated with the Blue Grass Commission Co. The business has been reincorporated under the firm name of Blue Grass Elmendorf Grain Corporation; capital stock, \$200,000. Both plants of these concerns will be operated for the present. The plant of the Elmendorf Coal & Feed Co. is being improved by the Burrell Engineering & Construction Co.—W. B. Talbert, Jr.

## LOUISIANA

New Orleans, La.—John J. Gannon, former pres. of the Hibernia Bank & Trust Co., died recently in Dallas, Tex.

## MARYLAND

Baltimore, Md.—Franklin L. Lewi, pres. of the Buckwheat, Feed & Grain Corporation, Produce Exchange, New York, was elected to membership in the Chamber of Commerce recently.

Baltimore, Md.—Louis E. Bartell, a member of the Chamber of Commerce, died recently.

Baltimore, Md.—The contract for the erection of the grain elvtr. of the Baltimore & Ohio Railroad Co. at Locust Point has been awarded to the M. A. Long Construction Co. Construction will begin in about a month.

Baltimore, Md.—The Commercial Union of America has acquired a controlling interest in the grain exporting firm of John T. Fahey & Co., Incorporated. E. F. Richards, pres. of John T. Fahey & Co., and vice-pres. of the Commercial Union of America, will be in charge of the grain department of the Commercial Union of America, Inc. John T. Fahey & Co. will retain their office here for the purpose of handling shipments originating in the interior and destined to Baltimore.

Baltimore, Md.—I was for many years an officer of the C. A. Gambrell Mfg. Co. here, and during the past year in New York as mgr. of the grain and flour department of the Commercial Union of America, Incorporated, but I returned to Baltimore on Apr. 1 and embarked in the grain brokerage and forwarding business under the firm name of Hayward & Co. There is no one associated with me, I being the sole owner, and the name Hayward & Co. was selected merely for convenience, in case of a future possible broadening of the business.—W. H. Hayward.

## MICHIGAN

Bangor, Mich.—The Black River Flour Mills, owned by McAdams & Elliott, burned recently.

Detroit, Mich.—H. C. Carson & Co. have retired from the grain business. H. C. Carson has entered the real estate business, and H. E. Botsford, who was with the company, has purchased the Wells Spring Co.

Stanton, Mich.—At a meeting of farmers living in the vicinity, enough money was assured to build a new elvtr. and warehouse. These farmers lost heavily when the Gleaner Clearing House Ass'n failed. They expect to have their buildings ready for this year's harvest.

Lansing, Mich.—Senate Bill 298 to create a co-operative commission to promote the organization of co-operative associations, including co-operative banking and credit ass'ns, was introduced into the senate and referred to the com'te on banks and corporations on Apr. 9.

Lansing, Mich.—House Bill 490 to repeal Act 24 of Public Acts of 1909 entitled "An act relating to warehousemen and receipts, to establish the lien of warehousemen in certain cases and to provide penalties for violation", was introduced Apr. 9 and referred to the com'te on state affairs.

Albion, Mich.—The creditors of the Albion Farmers' Elvtr. Co. will take over the assets of the concern. This action was approved upon by the board of directors at a recent meeting, and a meeting of the stockholders will be held to ratify the action of the board. The company, which operated an elvtr., had been in financial difficulty for the past three years. Officials say the business will not be discontinued, but will probably be operated by the creditors under a different management. Banks at Albion and Marshall are the largest creditors.

## MINNESOTA

Willmar, Minn.—The Monarch Elvtr. Co., formerly the Northwestern, has discontinued business here. The company's large elvtr. will be razed.

Kenyon, Minn.—The R. E. Jones Co.'s elvtr., together with several thousand bus. of grain burned recently. The property is owned by the Jones Milling Co. of Wabasha.

Ivanhoe, Minn.—The Farmers Independent Elvtr. Co. is having a dump, 10-ton 22x9 Fairbanks Dump Scale, 5-ton wagon scale, and motors installed, also other general repairs made on its elvtr. T. E. Ibberson Co. is doing the work.

St. Paul, Minn.—Bills signed by the Governor and made laws on April 12 included H. F. 32, a joint resolution demanding modification and revision of the Federal Standards of grain grading; H. F. 1310 providing for an inquiry into activities of Chambers of Commerce, Boards of Trade, etc.; H. F. 384, amending 1921 laws relating to liens for threshing grain and shelling corn; and H. F. 784, amending 1913 laws relating to the erection by common carriers of loading platforms at stations.



Minneapolis, Minn.—Eugene P. Kilroe, who was cash grain salesman for the Minnekota Elvtr. Co., died recently.

St. Paul, Minn.—The house of representatives tied up the bill for state-owned elvtrs. when it refused to concur with the senate resolution to have elvtrs. in three large cities. The house wants only one elvtr. to be built.

St. Paul, Minn.—The senate has amended the state-owned elvtr. bill providing for the erection or purchase of state-owned terminals in Minneapolis, St. Paul and Duluth. The original bill provided for an elvtr. at Duluth only.

## MISSOURI

Armstrong, Mo.—Frank Summers of Gilliam, has purchased the Armstrong Elvtr. from Fife & Walkup.

Lathrop, Mo.—C. F. Owens of Lees Summit, has purchased the Lathrop Elvtr. from S. W. Shoemaker.

Cameron, Mo.—F. E. Seaton succeeds Theo. Bauer, who resigned, as mgr. of the Cameron Co-op. Elvtr. Ass'n.

Bertrand, Mo.—A petition in bankruptcy has been filed against the Bertrand Mercantile & Grain Co. by creditors.

Carl Junction, Mo.—The Farmers Waco Grain Elvtr. Co. will add a grist mill to its plant. D. M. Bigler is the local mgr.

King City, Mo.—Fred Howitt is remodeling his elvtr. and adding 10,000 bus. storage. R. M. Van Ness has the contract.

Wheaton, Mo.—The mill operated by the Wheaton Milling & Power Co. was damaged by fire recently, due to friction in machinery.

Garden City, Mo.—The Breed Milling Co. recently purchased the grain elvtr. and office, together with several other buildings, from Adelbert Leadbetter.

St. Joseph, Mo.—C. A. Geiger has been elected a director of the Grain Exchange for the balance of this year, to succeed Burl H. Henley, who resigned and has gone to Omaha.

Springfield, Mo.—The Hodgson-Davis Grain Co. has opened a branch office here. E. H. Sullivan of the Kansas City office, is in charge temporarily. Carlot grain will be handled.

## KANSAS CITY LETTER

Charles A. Dayton, former vice-pres. of the Frisco Elvtr. Co., is now mgr. of this office of J. S. Bache & Co.

W. M. Sloan, cash grain salesman on the trading floor for B. C. Christopher & Co., is recovering from an operation.

The Board of Trade will make immediate application to the department of agriculture to be designated a "contract market" under the meaning of the grain futures act.

Marion B. Sharp has applied for membership in the Board of Trade on transfer from Eben S. Thresher. The membership sold for \$8,500, including the transfer fee of \$500.

A second distribution of money to creditors of Houston, Fible & Co., defunct brokers, was ordered by Elmer N. Powell, federal referee in bankruptcy. The dividend will be on a 30 per cent basis. A 50 per cent dividend was recently paid.

Stockholders of the Rosedale Milling Co. have elected O. L. Bauer, pres., A. J. Poor, head of the A. J. Poor Grain Co., vice-pres., J. J. West, Jr., treas., and C. L. Martin, sec'y. W. W. Marshall, who was pres. of the Kimball Milling Co., predecessor of the present organization, has retired.

The Kansas City Flour & Feed Club recently elected the following officers: C. M. Hardenburgh, vice-pres., R. Van Evera, treas., Guy M. Hamm, sec'y, George Hoyland, Oscar F. Vauer, J. R. Blacker, A. W. Witt and C. L. Beckenbach, directors. Pres. Cole was chosen delegate to the annual convention of the Federated Flour Clubs of America, to be held June 5 at Atlantic City.

Members of the Board of Trade will vote Apr. 30 on a number of changes in the rules and regulations of the exchange so they will conform with the provisions of the grain futures act. The amendments provide that members keep and file all reports required by the law and makes members liable to suspension for violating its provisions against attempted manipulation of prices or for illegal trading by members or for individuals that have been deprived of the privilege of trading by the secretary of the department of agriculture

The Frisco Elvtrs. Co., organized in 1917, is liquidating and will discontinue operations Apr. 30. Leases on the Frisco and Memphis elvtrs. heretofore operated by the Frisco Elvtrs. Co. will be surrendered to the St. Louis & San Francisco Railroad. They have a combined capacity of 1,050,000 bus.

## ST. LOUIS LETTER.

The certificates of membership of Daniel Mowe in the Merchants' Exchange, has been posted for purchase and cancellation.

The Merchants' Exchange will observe daylight saving time this year, beginning Apr. 30, so that trading hours will correspond with those of the Chicago Board of Trade.

The elvtr. of the Western Elvtr. Co., under the management of the Elmore-Schultz Grain Co., has been withdrawn as regular under the rules of the Merchants' Exchange. All receipts issued up to the present time will be classed as regular for 6 months.

The consolidation of the Department of Weights and Grain Sampling Department of the Merchants' Exchange has been completed, and after June 1 will be operated under the name of Department of Weights and Samples. R. R. DeArmond, of the McClelland-DeArmond Grain Co. will be supervisor of the new department. John Dower and Chas. Wilson, who have been head of the weighing and sampling departments, respectively, will retire.

The Missouri state supreme court has held that the injunction issued some time ago by Judge Hall, of the circuit court, preventing the carrying out of the provisions of the marketing bureau act, pending a hearing on its constitutionality, was legal. The injunction was sought by St. Louis commission firms, claiming the authority given the bureau to investigate firms and require bond was unconstitutional. The supreme court passed only on the right of the lower court to issue the injunction, and not on the constitutionality of the law.

## MONTANA

Helena, Mont.—The Northwestern Grain Dealers Ass'n will hold its annual convention at the Broadwater Hotel, this city, June 15 and 16. The program is now being arranged.—W. G. Kirkpatrick, vice-pres.

Cascade, Mont.—J. Nelson, employed as grain buyer at the Cascade Milling & Elvtr. Co.'s mill was injured while on duty at the mill, losing the nail from one his fingers. Symptoms of blood poisoning developed and he went to the hospital.

## NEBRASKA

Omaha, Neb.—C. M. Rice is out of business. Omaha, Neb.—The Moriarty Grain Co. is out of business.

Edgar, Neb.—The elvtr. of A. G. Burras has been closed.

Crofton, Neb.—E. Eliasson is agt. for the J. F. Westrand Co.

Omaha, Neb.—The Smith Vincent Grain Co. is out of business here.

Crofton, Neb.—C. A. Olsen has sold out. The house is vacant at present.

Abdal, Neb.—Two firms having headquarters elsewhere, are scooping here.

Ansley, Neb.—The Farmers Co. operates the elvtrs. I sold to them.—B. J. Tierney.

Barnston, Neb.—The S. J. Douglas elvtr. which was burned Apr. 1 will be rebuilt.

Crofton, Neb.—The Farmers Grain & Stock Co. but out the McCaull-Webster Elvtr. Co.

Brock, Neb.—Work has been started on the elvtr. being erected for the Brock Grain Co.

Whitney, Neb.—The Nye-Schneider-Jenks Co.'s elvtr. here is closed at present.—P. M.

Lyons, Neb.—A. Moseman has had a new roof put on his elvtr. by the Younglove Construction Co.

Crofton, Neb.—Jos. McEwing of Ruden & McEwing has bot out Chas. Ruden, and he is now owner and mgr.

Crete, Neb.—Geo. Dunn of Lincoln has succeeded A. B. Bert as mgr. of the Farmers Union grain department.

Nimburg (Linwood p. o.), Neb.—J. M. Uridil Grain Co. has purchased the Dawson Grain Elvtr.—J. M. Uridil.

Eustis, Neb.—Lars Hanson, formerly of Norman, succeeds J. Gruber as mgr. of the Farmers Union Co-op. Ass'n.

Goehner, Neb.—The elvtr. of the Updike Grain Co. has been torn down and moved.—H. M. Currah, Goehner Elvtr. Co.

Snyder, Neb.—Roy Brown, former mgr. of the Farmers Union Milling & Grain Co. left recently to manage a mill at Ames.

Wareham (Randolph p. o.), Neb.—The McCaull-Webster 20,000-bu. elvtr. is closed at present.—C. J. Ronan, Atlas Elvtr. Co.

Ogallala, Neb.—Pigeon Bros. are operating the elvtr. formerly operated by the Combine Elvtr. Co.—A. A. Pigeon, mgr. Pigeon Bros.

Dalton, Neb.—The Independent Grain Co. bot out the Nye-Schneider-Jenks Co. at this place.—H. Armuth, mgr. Dalton Co-op. Society.

Ruby (Milford p. o.), Neb.—The old W. J. Hunt elvtr. has been closed for the past 2 years.—S. J. Fuller, mgr. Farmers Elvtr. Co.

Elmwood, Neb.—H. H. Boyd and Ed. Houch of Fremont, have purchased the Ring and Olson interests in the Elmwood Mill & Elvtr. Co.

Dodge, Neb.—Huber Sellhorst has resigned his position with the Dodge Milling Co. and is now employed at the Farmers Grain & Lumber Co.

Omaha, Neb.—R. H. Loomis, former mgr. of the Maney Grain Co.'s commission department, is now associated with the Nebraska Power Co.

Omaha, Neb.—Frank Mead, formerly with the Merriam & Millard Co., has retired from the grain business to engage in the farm loan business.

Kimball, Neb.—The Western Wheat Co. has had its elvtr. here covered with galvanized iron. W. H. Cramer Construction Co. had the contract.

Dix, Neb.—The Western Wheat Co. has had its elvtr. here covered with galvanized iron. The work was done by the W. H. Cramer Construction Co.

York, Neb.—The York Roller Mills was destroyed by fire recently. About 104,000 bus. of wheat burned. Estimated loss, \$110,000; insurance, \$58,000.

Herman, Neb.—Ed. Wilson succeeds Raymond Bovee as mgr. of the Farmers Union Co-op. Co. Mr. Bovee will enter the retail merchandise business.

Cortland, Neb.—The elvtr. of the Nebraska Elvtr. Co., known as the Nye-Schneider-Jenks Co. is closed.—J. A. McPherson, mgr. Cortland Farmers Grain & Coal Co.

Fordyce, Neb.—The McCaull-Webster Elvtr. Co. has closed its elvtr. for an indefinite time, and Agt. J. W. Fleming is now at Rosalie.—F. J. Suing, agt. for John F. Westrand Co.

Sargent, Neb.—Fred Siegelin traded his elvtr. here to Dave Welsh for his residence property in Sutherland, and some land in Kansas. Mr. Welsh will move here to take possession of the elvtr.

Omaha, Neb.—George B. Powell, chief of the inspection and weighing department of the Grain Exchange, who has been confined to his home by illness, is improving and expects to be at his office soon.

Millard, Neb.—Wm. Von Dohren, Jr., will build a 15,000-bu. cribbed, iron clad elvtr. The equipment will include a Richardson Automatic Scale, motors and manlift. W. C. Bailey & Son have the contract.

Albion, Neb.—C. T. Vinsonhaler, who recently bot the Albion Milling Co.'s plant is making improvements and intends to put it into operation soon. Mr. Rose, who is experienced in the milling business, will be mgr.

Allen, Neb.—The elvtr. operated by Fay J. Clough is closed at present. Mr. Clough bot this elvtr. three years ago and it has been closed all the time with the exception of 6 months.—W. O. Summers, mgr. Farmers Co-op. Elvtr. Co.

Primrose, Neb.—The Farmers Elvtr. Co. has let contract to W. C. Bailey & Son for the construction of a 20,000-bu. cribbed elvtr. The equipment will include a Hall Distributor, manlift, automatic scale, Fairbanks truck scale and a Kewanee truck lift.

Wood River, Neb.—T. B. Hord Grain Co. will build a 40,000-bu. cribbed iron clad elvtr. Motors will furnish the power. The equipment includes an 8-bu. Richardson Automatic Scale, Eureka Cleaner, truck dump and manlift. W. C. Bailey & Son have the contract.



Omaha, Neb.—Julius Frankel, of the Rosenbaum Grain Corporation, left recently for Chicago. Mr. Frankel has been associated with E. E. Huntley, mgr. of the Rosenbaum business here. Members of the Omaha Grain Exchange presented Mr. Frankel with a diamond stick pin before he left.

## NEW ENGLAND

Richmond, Me.—Benjamin F. Curtis has purchased the grain business of B. L. Ludwig.

Shirley, Mass.—Joseph Gionet is building an addition to his store and intends to put in a stock of grain. He will also build new coal sheds.

Orange, Mass.—Frank C. Cooke is recovering from injuries to one leg, and a sprained ankle, which he received recently when he fell from his truck.

Malden, Mass.—The Malden Grain Co. has purchased property now occupied, also the surrounding property. The company plans to develop the property at once.

Boston, Mass.—J. Burnham Perry died at his home recently. He was pres. of the H. L. Buss Co. for 10 years, having been with the concern 30 years. He is survived by his widow.

North Abington, Mass.—The wholesale grocery and grain storehouse occupied by Peter Shatas burned recently. Damage to the building was \$500, and the damage to the stock was estimated at \$5,000.

Adams, Mass.—Louis K. Degenkolb, who was pres. of the Hoosac Valley Coal & Grain Co. died at his home recently after a short illness. He is survived by a son, a sister here, and a brother and sister in Germany.

North Adams, Mass.—The Berkshire Coal & Grain Co., which is defendant in a suit for \$10,775 brot by the J. C. Shaffer Grain Co., is also defendant in a later suit filed at Boston Mar. 21 by the American Sugar Refining Co., for damages growing out of an alleged breach of contract to accept 280 barrels of sugar at 22½ cents per pound.

## NEW YORK

Buffalo, N. Y.—The recently consolidated Archer-Daniels-Midland Co. will own all of the capital stock of the Dellwood Elvtr. Co.

Buffalo, N. Y.—The Black Rock Milling Co. plans to erect a frame conveyor to cost \$16,000, to be used for loading sacked feed into cars.

Oswego, N. Y.—Harry Ellwell, who resigned as superintendent of the Ontario Milling Co., has become connected with the Kasco Mills at Waverly.

Buffalo, N. Y.—The Collard-Meyer Co. has been incorporated, to engage in the grain and millfeed business in the Chamber of Commerce. Capital stock, \$10,000, incorporated by E. B. Collard, pres., and C. J. Meyer, sec'y and treas., formerly sec'y and treas. of the Chippewa Feed & Grain Co.

Buffalo, N. Y.—The Transit Forwarding Co. was incorporated recently. Capital stock, \$20,000. Directors are A. B. Black, Edgar B. Black and D. L. Sprissler. They have taken over the Dellwood elvtr. and will become grain forwarders and will probably run a canal boat line, besides shipping grain all-rail eastward.

Buffalo, N. Y.—The officers of the Corn Exchange recently elected are, E. M. Husted, pres., W. J. Heinold, vice-pres., W. E. Townsend, sec'y, Fred E. Pond, sec'y and assistant treas. The directors are, E. M. Husted, W. J. Heinold, W. E. Townsend, F. E. Henry, James G. McKillen, F. A. McLellan, H. W. Hudson, H. T. Burns and Geo. P. Urban.

Oswego, N. Y.—Governor Alfred E. Smith has signed the Barnes-Downing bill appropriating \$1,307,000 for a state owned elvtr. The contract for the elvtr's completion will be let as soon as the process of calling for bids can be carried thru by Edward S. Walsh, state superintendent of public works. Plans for the elvtr. have been completed by Dwight B. La Du, state engineer.

## NORTH DAKOTA

Minot, N. D.—The Minot Farmers Co-op. Elvtr. Co. has awarded the T. E. Ibberson Co. the contract to overhaul its elvtr.

Hazen, N. D.—M. J. Pridt has purchased the interest of C. B. Nupen of Bismarck, in the Hazen Grain Co., and becomes sole owner.

Bantry, N. D.—Walter Lindemann succeeds John Norris as mgr. of the Farmers Co-op. Elvtr. Mr. Norris resigned because of ill health.

Litchville, N. D.—The Litchville Feed Mill Co. will install a new boot tank and make other general repairs. T. E. Ibberson Co. has the contract.

Fortuna, N. D.—The Farmers Elvtr. Co. is having its two 25,000-bu. elvtrs. wrecked and a new 35,000 bu. elvtr. erected. T. E. Ibberson Co. has the contract.

Underwood, N. D.—The elvtr. of the Dodge Elvtr. Co., together with 10,000 bus. of wheat, was destroyed by fire recently. A railroad coal shed was also destroyed. The combined loss is estimated at \$25,000.

Embsen, N. D.—The Supreme Court will hear at an early date the case of the Farmers Grain Co. to test the validity of the North Dakota grain grading act. An injunction was obtained by the grain company restraining enforcement of the law pending a decision.

## OHIO

Columbus, O.—The co-op. marketing bill has been signed by Governor Donahey.

Arcanum, O.—The elvtr. formerly owned by H. J. Niswonger is now owned by me.—S. A. Myers.

Morrall, O.—I succeeded R. R. Miller as mgr. of the Morrall Lumber & Elvtr. Co.—D. W. Mahaffey.

Port Clinton, O.—The firm of True & Hopfinger has been dissolved and the business taken over by E. M. True.

Burbank, O.—I have succeeded Aaron Mutersbough as mgr. of the Burbank Equity Exchange Co.—Ralph C. Plank.

Saint Paris, O.—We are building a new elvtr. and installing electric motor power. We will sell our 35-h.p. oil engine.—Farmers Grain & Feed Co.

Cincinnati, O.—Danny Kallagher, who has been traveling to regain his health, has returned to his home here. He is now convalescing at a sanitarium.

Sandusky, O.—Rosenbaum Bros. of Chicago, who controlled the B. & O. grain elvtrs., docks and terminals here have given up their lease on the property.

Middlepoint, O.—I have taken over the management of the Middlepoint Equity Exchange Co., handling all kinds of grain and seeds and hay and straw.—O. Eikenberry.

Big Springs, O.—I have purchased the elvtr. of C. T. Hines located on the C. C. C. & St. L. R. R. I will operate under the name of the Big Springs Hay & Grain Co.—R. S. O'Neil.

Cincinnati, O.—Tom Dugan, of T. M. Dugan & Co., has removed his office from the Rawson Building to the quarters now occupied by Max Blumenthal, in the Union Central Building.

Latty, O.—Charles M. Howell has been appointed mgr. of the Palmer & Miller Grain Co.'s elvtr. here. Oscar Eikenberry, former mgr., has accepted a similar position at Middlepoint.

Cincinnati, O.—Witt A. Daniel and Sherman Boss are operating under the firm name of Daniel & Boss Co. and they will engage in the grain and hay receiving and shipping business. Mr. Daniel was, until his recent retirement, a member of the brokerage firm of W. A. Daniel Co., and Mr. Boss was former mgr. of the hay department of the Early & Daniel Co. and the H. E. Niemeyer Co.

Toledo, O.—The Hocking Valley Railway will erect an ore unloading plant on its docks, and plans are being considered for the erection of a large grain elvtr. The Hocking Valley, Nickle Plate, Clover Leaf and Chesapeake & Ohio recently came under the management of the Van Swearingen interests of Cleveland, and a direct short line to the Atlantic Seaboard for the handling of export business, was given them by the Hocking Valley and the C. & O.

Circleville, O.—At a special meeting of the Executive Com'te of the Pickaway County Farm Bureau, held recently, plans were approved and articles of incorporation filed for the organization of a co-op. grain elvtr. The organization will be known as the Pickaway Grain Co., capital stock, \$50,000. Incorporators are: George Gerhardt, John Stevenson, L. D. May, R. D. Head, Clay Hitler and Wilson Dunkle. No definite plans have been decided upon for locating the place of business.

Toledo, O.—The recently consolidated Archer-Daniels-Midland Co. will own all of the capital stock of the Toledo Seed & Oil Co.

Bowersville, O.—The firm of Oliver & Oliver succeeds the Green County Grain Co.—The Duncan Seed, Hay & Grain Co., per McMorran.

## OKLAHOMA

Sharon, Okla.—The elvtr. of the L. O. Street Grain Co. burned recently.

Enid, Okla.—Mail addressed to the Enid Grain & Feed Co. has been returned as it was unclaimed.

Enid, Okla.—Mail addressed to the Farmers Union Brokerage Co. has been returned as it was unclaimed.

Norman, Okla.—We will probably rebuild our building, which burned recently, and be ready for fall business.—W. F. Criswell, Criswell Mill Co.

Kingfisher, Okla.—The Kingfisher Mill & Elvtr. Co. has completed the rebuilding of its plant, which was partially destroyed by fire last December.

Hennessey, Okla.—The Star Mill & Elvtr. Co. has installed electrical power equipment, and electricity is being furnished from the Oklahoma Gas & Electric Co.'s high line.

Enid, Okla.—Charges have been filed against J. R. Chapman, former mgr. of the Oklahoma Flour Mills Co., now defunct, stating that he violated the state warehouse act. Complaining witness in the case is the Oklahoma State Bank, which holds uncanceled warehouse receipts for several thousand bus. of grain.

Oklahoma City, Okla.—E. H. Linzee has been appointed State Grain Inspector for Oklahoma. The last legislature created the departments of State Grain Inspection and State Cotton Grading, both to operate under the direction of the State Board of Agriculture. These departments will operate for the benefit of the farmer as well as for the grain and cotton trades. Mr. Linzee is a pioneer grain man in Oklahoma and was Federal Grain Supervisor for five years, located in New Orleans and Kansas City.

## OREGON

Ontario, Ore.—The Andrews Grain Co., incorporated by A. N. Andrews, Rex Marquis and M. S. Nesbit of Ontario. Capital stock, \$10,000. The firm will engage in the general grain business.

Fairview, Ore.—The Fairview Grain & Warehouse Co., incorporated by E. G. McGraw, M. L. Morrison and Robert B. Keykendall. Capital stock, \$20,000. The company will transact a general flour and cereal products business.

## PENNSYLVANIA

Fleetwood, Pa.—John M. Schaeffer died Mar. 26 at his home. He is survived by two children.

Philadelphia, Pa.—S. F. Collins was recently elected to membership in the Commercial Exchange.

Philadelphia, Pa.—William J. McMullin, retired grain merchant, died Mar. 26. He is survived by a daughter and 7 grandchildren.

Philadelphia, Pa.—The Philadelphia Grain Elvtr. Co. has given notice that it will cover insurance against loss by explosion, based on the annual rate of 7.2c per hundred dollars of value; loss by fire at the rate of 25c per hundred dollars of value.

Philadelphia, Pa.—Charles C. Snyder died recently at his home in Norristown, Pa. He was head of the flour firm of C. C. Snyder & Son, and was at one time connected with the Rosekrans-Snyder Co. He is survived by his widow and one son. The business will be discontinued at an early date.

## SOUTHEAST

Albany, Ga.—Mail addressed to Roy Martin & Co. has been returned marked "unknown."

Columbus, Ga.—Mail addressed to Peacock & Gordy has been returned as it was unclaimed.

Charleston, W. Va.—The branch office of Jesse C. Stewart Co. has been discontinued here.

Atlanta, Ga.—M. C. Sims, who was a junior partner of the firm of Hayn & Sims, died recently.



Jacksonville, Fla.—Mail addressed to the Atlantic Sales Co. has been returned marked "unknown."

Fayetteville, N. C.—I have moved to Winston-Salem, where I have opened a warehouse for the distribution of Shenandoah Milling products.—C. E. Burns.

Birmingham, Ala.—The W. H. Adams Flour & Grain Co., incorporated by W. H. Adams, W. H. Gray, J. N. Loebe and N. H. Adams; capital stock, \$45,000.

## SOUTH DAKOTA

Canistota, S. D.—The elvtr. of J. J. Mullaney is being painted and repaired. The Younglove Construction Co. has the contract.

Mina, S. D.—The elvtr. owned by the Mina Equity Exchange, is being thoroughly overhauled. T. E. Ibberson Co. is doing the work.

Sioux Falls, S. D.—The Sioux Falls Grain Co. has been incorporated by John McQuillan and R. A. Nordstrom; capital stock, \$10,000.

Tyndall, S. D.—The elvtr. of E. W. Giedd & Son burned recently, together with 2,400 bus. of oats, 1,500 bus. of wheat and 100 bus. of corn.

Chelsea, S. D.—The Chelsea Grain Co.'s elvtr. burned Apr. 19. Fifteen thousand bus. of wheat were destroyed. The fire started from friction in elvtr. head.

Hecla, S. D.—The Farmers Elvtr. Co. is having a double distributor installed and other general repairs made on its plant. T. E. Ibberson Co. has the contract.

Bridgewater, S. D.—Wollmann & Son of Freeman have let contract for the construction of an elvtr. and work has already been started. The elvtr. will be 26x27, 45 ft. of cribbing with an annex attached. An old elvtr. is being wrecked on the site where the new one will stand.

"There is some confusion regarding S. B. 110. I recently sent a friend at Pierre to check a copy of that bill with the bill as passed and which is filed in the office of the Secretary of State. He comes back with two amendments of which I can find no record in the Legislative Journals, and I have written him again to look up these amendments. If one of these amendments is attached to the bill as finally passed, to my mind, there will be no need of any action by the dealers, for it will permit an elevator to exercise the option of bonding or not bonding."

## TENNESSEE

Memphis, Tenn.—The Gillespie Grain Co. contemplates the erection of a new hay warehouse which will store about 50 cars of hay.

Memphis, Tenn.—The L. A. Thornton Seed & Grain Co. has been incorporated by A. W. Whitaker, J. H. George, J. B. Bailey, A. G. Thornton and Edward F. Barry. Capital stock, \$10,000.

Memphis, Tenn.—The Marshall Grain Co. of Oklahoma City, has closed its local branch office here. W. W. Wright, who was mgr., has associated himself with Embury E. Anderson, dealer in grain and feedstuffs, and will represent the firm on the floor of the Merchants' Exchange.

## TEXAS

Venus, Tex.—The Venus Milling Co. plans the erection of a feed milling plant.

Happy, Tex.—The Chapman Milling Co. of Sherman, Tex., will improve its elvtr. here.

Hale Center, Tex.—The Chapman Milling Co. of Sherman, Tex., plans to improve its elvtr. here.

Seguin, Tex.—The Seguin Milling & Power Co. has increased its capital stock from \$175,000 to \$300,000.

Slaton, Tex.—Boothe Bros. of Floydada, Tex., have contracted for the erection of a 12,000-bu. grain elvtr.

Stratford, Tex.—The Chapman Milling Co. of Sherman, Tex., contemplates to improve its elvtr. here.

Fort Worth, Tex.—The Fort Worth Elvtrs. Co. has increased its capital stock from \$1,000,000 to \$1,500,000.

Greenville, Tex.—The Greenville Mill & Elvtr. Co. has let contract to the Reyburn Engineering & Construction Co. for the 200,000 bus. additional storage and mill building. Work will begin immediately.

Celina, Tex.—The movement to build a flour mill here is being discussed by the G. B. Smith Milling Co. of Sherman.

Marfa, Tex.—The Bishop-Rosson Co. has recently been admitted to membership in the Texas Grain Dealers Ass'n.

Amarillo, Tex.—The Panhandle Grain Dealers Ass'n will hold its annual convention at this place May 15.—Lester Stone, sec'y.

Leonard, Tex.—W. M. Rogers Grain Co., incorporated by O. S. Ferguson, W. M. Rogers and Ellis Giles; capital stock, \$20,000.

Lark (Groom p.o.), Tex.—Mail addressed to J. A. Barnett, who was agt. for Lester Stone & Co., has been returned as it was unclaimed.

Cleburn, Tex.—The A. B. Deats Grain Co. has been incorporated by A. B. Deats, F. L. Deats and C. M. Carter; capital stock, \$10,000.

Del Rio, Tex.—C. D. Brown and C. R. Barnes have consolidated their grain and flour business, and will operate under the firm name of the San Felipe Flour & Grain Co.

Whitewright, Tex.—The Sears Grain Co. has traded its grain and corn shelling plant here to J. W. Allen of Gainesville, Tex., for land in Choctaw County, Okla., valued at \$20,000.

Floydada, Tex.—W. J. Burke, former grain dealer here, and at other Panhandle points, writes that he has purchased and assumed management of the South Plains Grain Co.'s elvtr. here.

## UTAH

Gifford, Utah.—C. V. Wicks has purchased the property of Miles Jarrett and will erect a mill. Work will start immediately.

## WASHINGTON

Spokane, Wash.—Mail addressed to the Johnson Grain Co. has been returned as it was unclaimed.

Seattle, Wash.—W. F. John & Co. sustained a small loss recently when fire occurred in its grain elvtr.

Yakima, Wash.—Mail addressed to the Falls City Mill & Feed Co. has been returned as it was unclaimed.

## WISCONSIN

Mauston, Wis.—Frank and John Steiner have purchased the feed business of M. P. McGinty.

Algoma, Wis.—The elvtr. and contents of the Farmers Co-op. Co. burned recently. Loss, \$11,000; insurance, \$7,000.

Milton, Wis.—T. A. Saunders & Son will build a 30x60 feed warehouse this spring and will buy elvtr. supplies and an electric motor; also a corn cracker.

Milwaukee, Wis.—Harry H. Peterson, retired pres. of the Milwaukee Chamber of Commerce, has been elected a member of the board of appeals in place of A. L. H. Johnstone, who was elected a director.

Superior, Wis.—The Wisconsin Grain & Warehouse Commission has issued its new grades of barley and flaxseed, and adopted the U. S. Government grades of wheat, corn, oats and rye, effective July 1, 1923, publishing all in a neat booklet.

## WYOMING

Deaver, Wyo.—The Wyoming Mill & Elvtr. Co. is out of business.

PROFESSOR MOORE's theory, explained in the Journal Apr. 10, page 455, that the planet Venus is responsible for the 8-year periodicity in large rainfalls and large crops is given confirmation by the report made Apr. 11 of the observations taken at Wallal, Australia, to test Einstein's theory of relativity. It was proved that rays of light from distant stars were bent from the straight path to the earth by the gravitation of the sun.

RUSSIA is exporting grain thru Riga and additional grain is being shipped out at Esthonia. From 50 to 120 trucks of grain are passing daily thru Pskoff for export thru Esthonia. Much of the grain is that to be American grain donated by relief organizations. The grain arriving at Riga is believed to be unsafe for consumption as much of it has been taken from peasants' homes where many cases of typhus and other diseases have been present.

## Radio Flashes.

OMAHA, NEB.—Broadcasting station WAA W of the Grain Exchange is rapidly furthering the work of enlarging the power of its broadcasting equipment. When it is complete the new transmitting instrument will be equal or superior to any in the United States. The transmitting studio will be "sound-proof" thus eliminating any noises other than those intended for broadcasting. A special wave length will be assigned the station to avoid interference with other markets.

IMPROVEMENTS in radio circuits are being made so fast that one can hardly recognize the circuit used a year ago. The reflex circuit is receiving much attention because of the excellent results obtained from the use of one or two tubes. Some receiving sets have failed to work properly in reflex work and this is probably due to the fact that a different kind of a transformer must be used. Manufacturers are producing a special transformer for reflex work and with the use of one, persons who have failed with the reflex circuit before, may now succeed.

A NOTICEABLE radio change is the disappearance of the old standard type of vacuum tube, states F. D. Pearne, and its replacement with tubes of later manufacture requiring much less current. The latest tube is the UV-199 which requires but .06 of an ampere for operation and permitting the use of dry cell batteries instead of storage batteries. This low current consumption calls for a new type of rheostat, as the ordinary 6-ohm rheostat will not suffice. The new rheostat should have a resistance of 30 ohms and the filament should be lighted with a battery composed of three dry cells connected in series. For two tubes in parallel on the same circuit the rheostat may be 20 ohms.

## Enlarge Board of Trade Station WDAP.

The Chicago Board of Trade broadcasting station WDAP has acquired considerably more space than it had originally; and all the machinery and apparatus used in connection with the broadcasting service are now being installed in one large room. Every piece of apparatus will bear a card indicating exactly what its function is. This will probably be entirely encased in glass so that no undesired noises may go out through the microphone, but there will be a runway entirely around the set so that visitors will have free and ready access to the operating room and be able to read for themselves what now has to be described by some attendant. This installation is more than half completed.

Added to this will be a very novel and extraordinary antenna tower. Great difficulty was encountered in obtaining the permission of the building department of Chicago to install this tower, but that has now been obtained and the material is now in the process of manufacture. It will be a single tower running one hundred and thirty-five feet in the air and will look very much like a gigantic mushroom. With this new tower and a particular wave length designated for the station, when the entire outfit is completed according to the present plans, it will be able to reach thousands of miles by night and several hundred miles in the day during the summer time, which is the greatest problem now before the radio engineers.

In radio terms the Board asks friends to "stand by" with as much patience as possible until it bursts into the air with new operating conditions and beneficial rulings from the government regarding wave lengths and broadcasting periods.

AALSMEER, HOLLAND.—The name N. V. G. J. Krol Co.'s Kunstmest-Graan-Zaadhandel has been changed to N. V. "Graanmesto"—N. V. "Graanmesto".



# Townley Condemns Farmer Ventures Into Business

A. C. Townley, the leader and promoter of the Non-Partisan League, which almost wrecked the state of North Dakota, has discarded all of his old theories and is out with a new scheme for leading the farmers into the Paradise of Prosperity. While his new talk has a semblance of sincerity his former activities will cause all who are familiar with his work to doubt that he is working for anyone except Townley. In an interview published in the *Christian Science Monitor* he says:

**Each Man to His Trade:** I believe that the only way that price-fixing on farm products can be successfully accomplished in America is by the farmers themselves. I contend that they must rely on improved methods of efficiency in producing and marketing their crops and leave the business of manufacturing, transportation and distribution to those who are skilled in the performance of those particular services. My motto is, "Each man to his trade," and the trade of the farmers is agriculture.

**Farmers as Price Fixers.**—No agency of government or business can fix the price of farm commodities as satisfactorily as the farmers themselves, and yet under present methods of American agriculture the farmers are not capable of arriving at a just and reasonable price.

The basis of all prosperity for all producers, no matter what their commodity may be, is cost plus a fair and reasonable profit. The farmers do not know what it costs them to produce grain, eggs, poultry, milk, and live stock. They are not accountants; and they haven't the time to keep an elaborate system of books. But every farmer has a certain amount of experience regarding his costs of production and, by drawing upon that experience from a multitude of farmers and averaging the results, a very close estimate can be arrived at which will have the advantage of being fixed by the farmers themselves.

**Free From Politics:** The success of this movement as I see it lies in its absolute freedom from politics. Politics and partisanship must not be allowed to enter into any of its discussions or acts. The sole objective is greater efficiency in agriculture—that is the farmer's business. It might be called the Chamber of Commerce of Agriculture.

**Farmers' Business Ventures:** A good many years ago the farmers in the Northwest thought that they could improve their condition by going into business. They subscribed capital and set up local stores—small retail businesses. They struggled along, not very successfully, and some of them failed because the farmers who ran them were not adept at business.

Then the idea was conceived that the reason these stores were not more successful was because they were not big enough, and so the farmers subscribed more capital and set themselves up in the wholesale business. But even that did not render them efficient service, and the wholesale business was unsuccessful because it was controlled by men who had neither the time nor training to conduct it.

Next, someone came along with the proposal that the farmers ought to control the manufacture of their products, and the farmers were coerced into undertaking a meat-packing and milling industry. Both of those are highly specialized businesses, and the farmers were less adept in these than they were in retail and wholesale buying and selling.

Then the idea was advanced that all those previous units of business had been too small and that the power of the state must be utilized in the intermediate processes between producer and consumer. That is where I came into it, and we organized politically in North Dakota in order to get the power to put that theory into operation.

**Economic Laws More Powerful Than State:** We succeeded in getting control of the state government, but the enterprise was not successful. We strove manfully, but I for one became convinced that there are forces in the economic system more powerful than the state which makes it impossible for state enterprises to succeed. Some of my friends—most of them, I fear—still cling to their old beliefs. They think that if the State cannot succeed, the Federal Government can. I don't.

If you analyze the economic system you find that it is made up of a number of services, each highly specialized and each necessary to the whole. The basis of it all is cost plus a reasonable profit.

I maintain that it is unsound for farmers to try to conduct such a highly specialized industry as meat packing, for instance, where experience has shown that he is absolutely at sea regarding costs. Even in their retail stores nine times out of ten the farmers did not know what it was costing them to do business.

So I say, that each part in the service that goes to make up the economic system—production, transportation, distribution, and financing—must be performed by specialists, and the farmers' specialty is production. Let him stick to it. It is to make him a more efficient producer that the National Production League has been formed.

## Sugar Prosecution an Attempt to Smash the Market Barometer.

There have been matters connected with sugar, tending to show Washington in an equally unfavorable light. The Department of Commerce, indeed, last February, gratuitously and out of a clear sky made a statement implying scarcity, with the result that hoarding was promoted and every retailer in the country put the price up. This was later explained away on the astonishing plea that it was the action of a subordinate, but only after the mischief had been done. The Attorney General now proposes to suppress the one corrective—a free market for sugar in New York.

May it be submitted that the allegations contained in his petition are not proof? If, also, his apparently encyclopaedic information includes some smattering of law, it may have occurred to him that the Sugar and Coffee Exchange is not a federal institution, but exists under the laws of the state of New York. The general charge that a commodity market trading in futures is a "conspiracy" under the Sherman law is one which could be made with equal appropriateness against the Chamber of Commerce of Minneapolis, the Chicago Board of Trade or the New Orleans Cotton Exchange. The charge could not be successfully maintained and politicians who have sought in the past to smash these various barometers in order to cure bad weather have never had the temerity to assume anything of the kind.

This is not a case to be tried in the newspapers, but at least the newspapers may properly say that the law regards every man and institution innocent until guilt is proved. Before bulls and bears in any free market could be accused of conspiracy it would be necessary to show that their transactions were fictitious, or what are called wash sales, and nobody who knows anything about the gentlemen who compose the membership of the Sugar and Coffee Exchange believes anything of the sort for a single moment.

They might submit, indeed, that after 22½ cents for Cuban raw sugar in 1920, two cents in 1921-22, the present price of less than 6½ cents represents a natural and wholesome adjustment, compensating fairly for some of the losses of two bad years. This is too much like reason and common sense, however, to please the politicians.—*Wall Street Journal*.

## Montana Grain in Elevators Subject to Tax.

The board of equalization for the state of Montana ruled that in addition to grain found upon farms, all grain held in elevators under storage tickets on March 1 should be subject to taxation.

The board will recommend to the next legislature that Montana adopt the Minnesota system of assessing against each bushel of grain and holding it against the elevator company for payment of the total tax. Next year's assessment will be made from reports obtained from elevator operators as to the amount of grain in storage Mar. 1.

This year the assessors are taxing the grain wherever it is found under class 3 at 33⅓ per cent of valuation.

# It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.

Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

Send your order today  
Price \$3.00

Grain Dealers Journal  
309 So. LaSalle St. CHICAGO



## Grain Carriers

BUFFALO, N. Y.—Bullock & Galvin, Inc., has been organized to manage the barge canal equipment of the Inland Marine Corp.—B.

BUFFALO, N. Y.—The Transit Forwarding Co., Inc., incorporated for \$20,000. Directors are E. B. and A. B. Black and D. L. Sprissler.—B.

RIVER traffic has been resumed by the Mississippi Warrior River Barge Line, after a four months' vacation due to low water in the winter months.

AT CHICAGO, Apr. 27, Examiner Kephart will give a hearing on the complaint of the Armour Grain Co. vs. the Director-General and the C. & E. I.

THE Interstate Commerce Commission ordered all railroads serving Houston, San Antonio, Dallas and Sherman, Tex., to put into effect June 5 reduction in rates on peanut and cottonseed oils.

THE Oregon Short Line has filed application with the Interstate Commerce Commission for permission to construct 27 miles of railroad from Orchard to Perkins, Ida., to provide thru train service to Boise.

BUFFALO, N. Y.—A hearing on the proposal to deepen Tonawanda Creek to 23 ft. will be held in the U. S. engineer's office here. The improvement will further plans to erect a state-owned elevator at Tonawanda.

AT SIOUX CITY, May 2, Examiner Gaddess of the Interstate Commerce Commission will give a hearing on grain and grain product rates from Minnesota and South Dakota points to Mississippi and Ohio River crossings.

DAVENPORT, IA.—Grain dealers and other business men of Iowa, Missouri, Minnesota and Nebraska attended a Mississippi Valley conference to seek aid in establishing a steel barge line on the upper Mississippi River.—J.

ALL eastern railroads must return box cars of western roads to their home lines without delay, ordered the American Railway Ass'n recently. Prompt return will aid in preventing car shortage during the summer and fall months.

APPLICATION of Oklahoma railroads for a 36 per cent rate increase was denied by the state corporation commission. The roads asked that the rates in effect prior to 1920 be restored. In 1920 the commission cut the rates 36 per cent.

THE Pennsylvania has issued an embargo against oats destined to North Philadelphia, Pa., including the Keystone elevator. The cause is on account of large accumulation of cars for this delivery, most of which originated at Erie, Pa.

THE Interstate Commerce Commission suspended from Apr. 11 to Aug. 9 the application of railroad rate schedules providing for reductions in joint rates on grain and grain products from Council Bluffs, and Sioux City, Ia., Omaha, South Omaha, Neb., St. Louis, Mo., and Cairo, Ill., to New Orleans, La., for export.

THE Interstate Commerce Commission in No. 13371, Washburn-Crosby Co., Inc., v. Director-General, found that rates charged in June, 1918, on 262 carloads from Buffalo, N. Y., to Boston, Mass., and other New England points were not unjust and unreasonable as charged by complainants. The complaint was dismissed.

RAILROAD schedules proposing readjustment of rates on grain and grain products from points in Iowa, Minnesota and South Dakota, to Cairo, Ill., Memphis, Tenn., New Orleans, La., have been suspended from April 12 to August 10 by the Interstate Commerce Commission. The readjustment would result in increases if made effective.

FIFTY-ONE railroads have been ordered by the Interstate Commerce Commission to furnish, under oath, answers to a questionnaire covering labor conditions in the maintenance departments and the general situation in regard to fitness of equipment.

AT CHICAGO, May 4, Examiner Carter of the Interstate Commerce Commission will give a hearing on the routing of grain and grain products from Chicago, Joliet, Lockport and Peoria, Ill., to Texas points, in I. & S. Docket No. 1786.

THE Mexican government is spending \$10,000 a month to relay tracks and build bridges torn up and burned on the Orient Railroad. It is expected that 50 to 75 miles of inoperative Orient railroad in Mexico will be restored to use in a few months.

THE rate on rough rice, shipped in 1920, from Clarendon, Ark., to Kaplan, La., by A. Kaplan, was found to be unreasonable by the Interstate Commerce Commission in No. 12, 683, A. Kaplan v. Director General, C. R. I., & P. Ry. Reparation was awarded.

LOCOMOTIVE manufacturing plants completed 282 engines in March, of which but 13 were for export. The week ended Mar. 31, railroads ordered 30 locomotives, and 4,000 freight cars. This brings the total equipment ordered by roads this year to 1,357 locomotives, and 51,220 freight cars.

FREIGHT, mail and express in local service are being handled by a motor truck adapted to run on the tracks of the Ozark Southern Ry. between Mansfield and Ava, Mo. The road had been forced to suspend operation by steam locomotive. Substitution of the gasoline motor truck is enabling the road to operate without loss.

THE Interstate Commerce Commission suspended from April 20 to Aug. 18, schedules proposing restriction of distance rates applicable on grain and grain products between stations on the Burlington and Omaha & Kansas City railroads, to apply only between points in Missouri. Application would result in increased rates.

THE reduction in rates on grain from Minneapolis to points in Illinois, Missouri, Iowa and Indiana were not suspended by the Interstate Commerce Commission but went into effect April 1. Sec'y C. V. Topping of the Southwestern Millers League will file suit with the commission asking corresponding reductions from Missouri River points.

RATES on wheat shipped in 1912 and 1913 from Millerton and Sydney, N. D., to Minneapolis and Duluth, Minn., and on flax from Millerton to Minneapolis, shipped by C. H. Hammond and other farmers, were found to be unreasonable by the Interstate Commerce Commission in No. 12,967, C. H. Hammond et al v. Midland Continental Railroad. Reparation was awarded.

INCREASE in wages is sought by the Brotherhood of Railway and Steamship Clerks, Freight Handlers and Station Employees. It asks that the wages paid before the cut of July 1, 1921, be restored. If granted the increase will affect 250,000 men and result in increase pay roll of \$80,000,000 yearly. The Pennsylvania Railroad may grant an increase to 4,000 maintenance men in the northwest and 26,000 other maintenance men in other regions will also ask increases.

MONTREAL, QUE.—Merton L. White, formerly mgr. of the Transmarine Corp., is now general agent of the Eastern Steamship Co., with headquarters here. Members of the Eastern Grain, Mill & Elevator Corp. control the shipping company.

A decision against the Theobald Flour Mills Co. which formerly operated the mill at Northfield, Minn., now operated by Frazer, Smith Co. of Minneapolis, was given the C. R. I. & P. railroad, entitling that company to collect \$20,638 as the result of shipment of several cars of wheat in 1920. The present operators of the Northfield mill are not affected.

BUFFALO, N. Y.—Defendants in the lawsuit of the Great Lakes shipping companies v. 22 grain and elevator companies for \$400,000 demurrage charges were granted an injunction by Justice H. L. Taylor of the Supreme Court pending an appeal from a previous order which denied the motion of defendants for separate trials. The case arose from the congestion in the Buffalo Harbor last fall when boats were held in port because sufficient grain cars could not be obtained to move the grain coming in.

THE Southwestern Freight Bureau has referred the following cases to the rate committee and will not be heard earlier than April 27: 8194, wheat bran, to establish rates on wheat bran between southwestern points on same rates as corn; 8218, grain, grain products, to revise rates on grain and grain products from points or origin in Southwestern tariff 32-T to destinations on the P. & S. F.; 8236, grain and grain products, to establish on grain and grain products from Memphis, Tenn., to certain points proportional rates as maxima.

CHARGING discrimination on shipments of alfalfa hay from New Mexico points to Texas points the State Corporation Commission of New Mexico asks the Interstate Commerce Commission to remove the discrimination. The minimum weight on the interstate shipments is said to be much higher than that on the intrastate shipments and the commission will hold a hearing May 4 to determine the right minimum. The Gulf Grain Co. of Houston reports to Sec'y Dorsey of the Texas Grain Dealers Ass'n that out of 1,273 cars of hay handled by them in 1922, over 70% of them contained less than 30,000 lbs. and 40% contained less than 20,000 lbs. The company states that practically all the alfalfa hay raised in west Texas runs about the same as bales of Johnson grass and to raise the minimum to 30,000 lbs. would mean a big loss in excess freight to shippers.

RAILROADS in the United States have adopted ten recommendations as drawn up by the American Railway Ass'n to improve transportation conditions and make the best provisions to meet transportation requirements as they develop. The recommendations include that on Oct. 1, when peak movement begins, cars awaiting repairs should be reduced to 5 per cent of total, and locomotives awaiting repairs should be reduced to 15 per cent of total equipment. Coal stored for railroad use should be completely cared for before Sept. 1. Power and equipment used for construction should be restricted to minimum after Sept. 1. Road and building construction work should be completed early in the season to allow for large seasonal movement of commodities. Loadings of cars should be increased so that an average of 30 tons per car is maintained, and unloading should be prompt. All possible means should be adopted to increase mileage per car per day to 30 miles per day, particularly the issuance of embargoes where congestion exists to prevent further congestion.

THE FARMERS have no surplus of money notwithstanding the fact that much of the grain and livestock has been disposed of. It has taken the proceeds from sales of their products to pay interest, taxes and to settle their current obligations.—Commercial West.

### Freight Loading Decrease.

Loadings of revenue freight for the week ended April 7 amounted to 895,767 cars, a decrease of 42,958 from the total of 938,725 cars for the week ended Mar. 31, but an increase of 189,754 over the total of 706,013 for the corresponding week in 1922.

Decline was noted in the loadings of grain and grain products. For the week ended April 7, 39,353 cars were loaded with these commodities, a decrease of 2,489 cars under the total of 41,842 cars loaded the preceding week.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent Western Trunk Lines, in Supplement 54 to Circular 1-P gives rules, regulations and exceptions to classifications effective May 15.

**E. B. Boyd**, agent Western Trunk Lines, in Supplement 53 to Circular 1-P gives rules, regulations and exceptions to classifications, effective May 1.

**A. T. & S. F.** in Supplement 3 to 7481-1 gives joint and proportional rates on grain products and seeds from stations in Colorado, Kansas, Missouri and Oklahoma, also Superior, Neb., to points in Alabama, Arkansas, Kansas, Louisiana, Mississippi, Mississippi, Oklahoma, Tennessee and Texas, effective April 24.

**A. T. & S. F.** in Supplement 11 to 5588-M gives local, joint and proportional rates on grain, grain products from points in Kansas, Colorado, Missouri and Oklahoma, also Superior, Neb., Joplin, Mo., to points in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Oklahoma and Wisconsin, effective May 21.

**Santa Fe** in Supplement 10 to 5588-M gives local, joint and proportional rates on grain and grain products from points in Kansas, Colorado, Missouri and Oklahoma, also Superior, Neb., and Joplin, Mo., to points in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Oklahoma and Wisconsin, effective Mar. 31.

**I. C.** in Supplement 12 to 601-H gives local, joint and proportional rates on grain, grain products, hay and seeds from Iowa, Minnesota, South Dakota to Chicago, Peoria, Ill., St. Louis, Mo., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Minnesota, Ohio, South Dakota, Wisconsin, issued April 1.

**I. C.** in Supplement 13 to 601-H gives local, joint and proportional rates on grain, grain products, hay and seeds from stations in Iowa, Minnesota, and South Dakota to Chicago, Peoria, Ill., St. Louis, Mo., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Minnesota, Ohio, South Dakota and Wisconsin, effective May 15.

**C. R. I. & P.** in Supplement 8 to 19687-N gives joint and proportional rates on grain, grain products, seeds, hay and broom corn from Missouri River stations and other stations in Iowa, Minnesota, Missouri, and South Dakota to Mississippi Valley points, and other stations in Alabama, Arkansas, Florida, Louisiana, Mississippi and Tennessee, also to gulf ports for export, effective May 10.

**C. R. I. & P.** in Supplement 4 to 31408-D gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colorado, Kansas, Missouri, Nebraska, New Mexico and Oklahoma, also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Alabama, Arkansas, Kansas, Louisiana, Mississippi, Missouri and Oklahoma, effective April 24.

**I. C.** in Supplement 8 to 1537-G gives local, joint and proportional rates on grain, grain products, cotton seed products and seeds from stations in Illinois, Indiana, Wisconsin, also Dubuque, Ia., and St. Louis, Mo., to Chicago, Peoria, Ill., Milwaukee, Wis., Minneapolis, Minn., Paducah, Ky., St. Louis, Mo., Ohio River Crossings and other stations in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Wisconsin, effective May 15.

**I. C.** in Supplement 2 to 13961-A gives rules and charges applying on grain, grain products, alfalfa hay and meal, bleached, blended, cleaned, clipped, dried, graded, inspected, milled, mixed, sacked, shelled, shucked, stopped, store, transferred or weighed; also on mixed feed, manufactured, at Metropolis and reshipped to stations on I. C. (southern lines), Yazoo & Mississippi Valley Railroad and points in Mississippi Valley, Southeastern and Carolina territories, also Pensacola, Fla., issued April 2.

**Santa Fe** in Supplement 2 to 5702-H gives local, joint and proportional rates on broom corn, castor beans, corn husks, pop corn, seeds, hay and straw, also seeds, i.e.l. for seeding purposes from points in Kansas, Colorado, Oklahoma, also Superior, Neb., and Joplin, Mo., to Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., also distance rates between stations in Kansas; stations in Oklahoma and stations in Kansas, Superior, Neb., and Joplin, Mo.; Superior, Neb., Joplin, Mo., and stations in Kansas; also between Superior, Neb., and Joplin, Mo., effective May 10.

**C. R. I. & P.** in Supplement 16 to 28675-E gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal, and seeds from Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma, and South Dakota, to stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texhoma, Tex., effective May 10.

**C. R. I. & P.** in Supplement 3 to 22000-H gives local, joint and proportional rates on grain, grain products and seeds from Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Albright, Omaha and South Omaha, Neb., effective Apr. 9.

**C. R. I. & P.** in Supplement 2 to 22,000-H gives local, joint and proportional rates on grain, grain products and seeds from Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., to stations in Illinois, Iowa, Minnesota, Missouri and South Dakota, including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Albright, Omaha and South Omaha, Neb., effective May 10.

## Hearings on Grain Minima.

Hearings will be held during April and May by the National Com'te on Minimum Weights on Grain and Grain Products at Chicago Apr. 24 and 25; Atlanta, Ga., Apr. 27; Dallas, Tex., Apr. 30; Denver, Colo., May 22, and Salt Lake City, Utah, May 25.

The Western Trunk Line Com'te, the Central Freight Ass'n and five other railway ass'ns hold membership in the com'te, which will consider the revision of the grain and grain products minimum list, minimum weights on transit shipments, overloaded cars, mixed cars, actual weight grain and the clean out rule.

Henry L. Goemann, chairman of the Transportation Com'te of the Grain Dealers National Ass'n, will attend the initial hearings. It is proposed by the shippers to cancel the charge for the transfer of the overload; to cancel the rule permitting actual weight to apply when loaded to the full cubical capacity or within 24 inches of the roof; to permit one carload of each kind of grain each year in addition to one mixed carload; to cancel \$5 charge for car when cars are bulkheaded or partitioned; that minimum weight of grain products be 50,000 except when the car is loaded to full cubical capacity, in which event the actual weight, but not less than 40,000 pounds, will govern.

On grain products and cereal food preparations moving on class or commodity rates higher than wheat flour rates it is proposed to change the minimum weights as follows: Cars over 40 feet 6 inches to 41 feet 6 inches to 21,400 pounds. Cars over 41 feet 6 inches to 42 feet 6 inches to 22,800 pounds. Cars over 46 feet 6 inches to 50 feet 6 inches to 34,000 pounds.

Application is proposed on outbound shipments of grain and grain products, straight or mixed carloads, of minimum weights in sections 1, 2 and 3 respectively of present rules.

## Minnesota Intrastate Rates Too Low.

"The maintenance of intrastate rates on grain and grain products from points on the lines of defendant (C., M. & St. P. Ry. Co.) in Southern Minnesota to Duluth, which are on a lower basis than the interstate rates on like traffic from the same points of origin in Southern Minnesota to Duluth constitutes unjust and unreasonable discrimination against the interstate rates to Duluth," said Interstate Commerce Commissioner Campbell in a decision ordering the discrimination to be removed not later than June 4.

"There is no such difference in the transportation or operating conditions in connection with the movement of grain and grain products intrastate from points on the lines of the defendants in southern Minnesota to Duluth as to justify a lower basis of rates in connection with intrastate traffic than obtains in connection with the interstate traffic between the same points; and that the maintenance of rates intrastate lower than those in effect interstate causes undue and unreasonable preference of and advantage to intrastate commerce, and undue, unreasonable, and unjust discrimination against interstate commerce."

The intrastate rates are ordered to be raised to the interstate level, thus supporting the contentions of the carrier that the intrastate rates are too low. Commissioner Campbell found that the rates were higher in all surrounding states.

The complaint had been made by the Milwaukee Chamber of Commerce against the C., B. & Q. and others, and the Chicago Board of Trade intervened in support of the complaint.

## Solution of C. P. & St. L. Abandonment.

The elvtr. of the Fidelity Co-op. Grain Co., Fidelity, Ill., is unfortunately situated on the right of way of that much-threatened-to-be-abandoned railroad, the C. P. & St. L.

To protect his interests in event the abandonment really takes place, Manager W. K. Dodge of the grain company has been perfecting a plan whereby Fidelity will continue to be favored with rail transportation.

His plan is that the grain company purchase the two miles of track running from Fidelity to Medora and operate it by means of gasoline-propelled vehicles. The trucks would have wheels to fit the rails and would be capable of moving several cars of grain at one time. After reaching Medora the cars would be switched onto the tracks of the C. B. & Q. railroad for further transportation.

At Jerseyville, Ill., shippers are also planning to combine and purchase the railroad tracks as far as the C. & A. tracks for their own personal use. Among the companies which would operate co-operatively is the Farmers Elevator Co. with an elevator along the C. P. & St. L. present right of way.

Manager W. C. Hurst of the railroad attributes the difficulties of the road to the fact that during Federal control much of the freight business went to other lines and has not returned. Wages were also increased to a great extent without a corresponding increase in freight rates. The use of the automobile for passenger and freight traffic is another cause of the road's downfall. This is shown by the fact that in 1912 778,793 passengers were carried, whereas 1922 showed but 344,573 transported.

Continued operation of the railroad would require much capital and extensive repairs to the freight cars, locomotives, and roadbed. Of the 1,037 cars belonging to the road, 1,029 are in bad order, and of the 51 locomotives 28 are out of service.

Operation of the railroad has resulted each year since 1917 in a deficit and now the net cash liabilities of the receivers is close to \$1,000,000.



## Seeds

INDIANAPOLIS, IND.—Clover has been badly winter killed in Ohio, Illinois and Indiana, reports Geo. C. Bryant, agricultural statistician, on Apr. 18.

WICHITA, KAN.—The Jones Seed & Mfg. Co. opened another store at this place. Frank Dunn will be in charge of it and will have a complete stock of seeds, feeds and poultry supplies.

EVANSVILLE, IND.—We are installing in our plant, formerly owned by W. H. Small & Co., modern seed cleaning machinery. It will be ready for operation by July 1. A complete line of field seeds and seed grain will be in charge of L. E. Steffee.—Diamond Mills.

MINNEAPOLIS, MINN.—The official Argentine government estimate of the 1923 linseed crop is 52,000,000 bus. less domestic requirements of 6,000,000 bus. or 46,000,000 bus. exportable surplus. Since Jan. 1 shipments have totaled over 23,000,000 bus.—Archer-Daniels Linseed Co.

MINNEAPOLIS, MINN.—The Midland Linseed Products Co. has completed details of a merger with two other linseed companies and will soon announce the formation of a new company. A public offering of new stock, probably preferred, amounting to \$4,000,000 or \$5,000,000 will be undertaken.

TOLEDO, O.—Both cash and April clover nominally lower this week, being quoted on an open basis. Absolutely no trade. Unfavorable weather and apparent plentiful supplies have curtailed the sales of clover. Present indications are for a liberal carryover at interior points as well as market centers.—Southworth & Co.

ST. LOUIS, MO.—The yield of red clover in the vicinity of St. Louis was equal to requirements. Seed dealers carry over supplies to provide against failure of crops. Receipts of red top, timothy and Kentucky blue grass were equal to expectations. Supplies of millets and sorghum are adequate. Cow peas and soy beans trade commencing fairly well, with flax neglected.—Chas. E. Prunty.

FARGO, N. D.—We have been experiencing a very nice trade in alsike, red clover and grimm alfalfa. In fact, we think the interest in these items is a little more brisk than usual. There is practically no carry-over of seed in the country. The timothy story, however, is the same here as elsewhere. Timothy seems to be a dead item, largely as a result of the increased acreage being used for sweet clover and other legumes, and there is a lot of seed still in the country which no one seems interested in buying. Right now there is a little timothy moving for seeding down pastures, but not in any such quantity as in the past.—W. H. Magill, Fargo Seed House.

DENVER, COLO.—We have had a very backward season and we are at least three weeks behind. The last two weeks have been exceptionally busy with us and we look for this

to continue for some little time. We are of the opinion that in this section there are more crops being put in than a year ago. We have had considerable moisture which will help us out to a great extent. There is a good movement of clover seed, alsike, timothy, alfalfa, blue grass and other field seeds, but no increases in values. We do not believe there was a large quantity of seed carried over from last crop, but it looks very much at this time as tho it would be the intention of all jobbing houses to get their stocks as low as possible because undoubtedly the new crops coming on the markets will be lower priced.—The Barteldes Seed Co.

TOLEDO, O.—How late is Spring? In our report of April 22, 1922, we said: "Growing weather will soon be here and after a week or two of warm sunshine the trade will know conditions better." The same thing is true today, except that winter killing has been far more severe this season than last. With acreage reduced market will be sensitive to damage reports during the summer. Country have been fair buyers anticipating serious trouble. Cash demand has been very quiet. Farmers have bought sweet clover and alfalfa freely. Canadian friends say season over there is very late and they will be buyers on this side before long. If cash and April seed would rally it would inspire buying of new crop seed. Timothy seed market is quiet, but undertone is not weak. It's too early to talk crop conditions. Cash seed here is firmly held and any increase in the cash demand would add to values very quickly. Stocks here now figure 15,157 bags red clover, 6,152 bags alsike, 19,834 bags timothy.—C. A. King & Co.

FAMINE in Shensi Province, China, is the result of 80 per cent failure of wheat crops, due to lack of rain. The population is turning to cannibalism.

### Yellowberry in Wheat.

Yellowberry in wheat indicates a soft starchy condition of the kernel; it shows poor quality and low protein or gluten. Flour made from it is low in quality and for this reason yellowberry wheat always sells for several cents per bushel below equal grades of good colored wheat.

Yellowberry occurs more often in humid climates, in wet seasons, on sandy soils and on soils deficient in nitrogen. Most authorities and experimental data indicate that any treatment which will make more nitrogen available will reduce yellowberry.

Early preparation of the ground after harvest and the use of legumes in the rotation tend to increase the supply of available nitrogen and reduce yellowberry. Fortunately both practices can be highly recommended from the viewpoint of better yields and safer farming. Early preparation of the ground in experiments in Kansas, for example, have increased the average yield from 25 to 100 per cent, depending on the soil and the location. Good rotation will in most cases result in further increases in yield and reduce the risk of loss. This appears to be one case where better quality of wheat, larger yields, safer farming and larger profits go hand in hand.—The Southwestern Wheat Improvement Ass'n.

### Exports of Seeds.

Exports of seeds for February, compared with February, 1922, and for the eight months ending with February, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	—February—		8 mos. ending Feb.	
	1923	1922	1923	1922
Peas, bus. ....	45,996	68,596	424,011	795,042
Peas, bus. ....	7,896	7,298	61,414	65,758
Clover seed, lbs.	96,100	130,909	2,257,262	2,847,928
Alfalfa, lbs. ....	60,591	162,701	351,765	265,279
Timothy, lbs. ....	2,815,763	3,218,697	13,274,106	14,982,178
Other grass seeds, lbs. ....	201,983	225,389	3,260,889	2,815,069

### Damage for Breach of Warranty of Seed.

Altho the usual "disclaimer" was printed on its letter heads, bills and order blanks judgment was given against the National Seed Co., of Louisville, Ky., by the Court of Appeals of Kentucky Mar. 9, 1923, in a suit by a grower for \$1,000 damages due to seed bought as big-headed German millet proving to be an alleged worthless weed.

The grower, Dee Siddens, bot the seed of Hobby & Read, dealers at Scottsville, who had bot 100 bags thru W. F. Alvis, salesman for 6 years with the National Seed Co.

Siddens first brot suit against Hobby & Read and got judgment, the 40 bushels he had purchased at \$3.75 per bu. to be delivered Apr. 1, 1920, having been sown on 50 acres that would otherwise have produced hay valued at \$1,000. Hobby & Read then took an appeal, to make the National Seed Co. defendants, and this was granted.

During the trial Mr. Alvis was asked:

Q. Did you have authority from the National Seed Co. to say to Mr. Read that the seed he purchased was the true German big-headed millet? A. Yes, sir.

The court said: In the absence of an actual warranty such as made by Alvis for and on behalf of his employer, appellee National Seed Co., the nonwarranty tags, cards, letter heads, and bills, together with proof of the general custom among seed dealers not to warrant seeds, would perhaps be sufficient to defeat a recovery in a case like this. But Alvis had authority to act for and on behalf of the appellee seed company. He was offering to sell and was selling seed for it. He had been its representative for several years, and had called upon appellants at different times and sold them seed.

Whether he had actual authority from his employer to warrant the seed is not so material, for he was acting within the apparent scope of his authority when he said to Mr. Read, of the firm of Hobby & Read, that the seed were first-class big-headed German millet seed, and assured him that the said seeds were first-class in every respect.

Although appellee National Seed Co. at the time had a general rule not to warrant the quality of its seed, it had the power to make such warranties in specific sales, as the evidence shows it did in this case, and its agent, Alvis, in offering the seed for sale and in selling them, was acting in the apparent scope of his authority when he made such warranty, and the appellants had the right to rely upon said warranty in the purchase of said seed. Godshaw v. J. N. Struck & Bro., 109 Ky. 285, 58 S. W. 781, 22 Ky. Law Rep. 820, 51 L. R. A. 668; 21 R. C. L. p. 854; 2 C. J. p. 832.

It is also a well-recognized principle that a sale of seed by name raises an implied warranty that it is true to name, and the fact that the buyer inspected it before buying is immaterial when its character could not ordinarily be ascertained by a reasonable inspection. Grafton-Stamps Drug Co. v. Williams, 105 Miss. 296, 62 South. 273, citing note in 37 L. R. A. (N. S.) 79; L. R. A. 1916C, 1012. So, where a certain variety of seed for seeding is called for, and seed is furnished in response to such a call, there is a warranty that it is true to the description unless the seller advises the purchaser that the sale is made without warranty.—248 S. W. Rep. 459.

EVERY rider can have a saddle horse suited to his needs, states R. L. Smith, chairman executive com'te of the National Horse Show, New York City. In "Saddle Horses, Hacks and Hunters," an illustrated publication issued by the Horse Ass'n of America, and written by Mr. Smith, he says that every rider may greatly enhance his pleasure by deciding what equestrian activity he wishes to pursue and then choosing a suitable horse.

### Imports of Seeds.

Imports of seeds for December, compared with December, 1921, and for the twelve months ending with December, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.			
	— December —		10 mos. ending Dec.	
	1922	1921	1922	1921
Beans, bus.....	9,707,242	1,395,240	78,150,701	16,443,480
Peas, bus.....	3,631,082	3,770,640	52,323,844	30,779,640
Castor beans, bus.	3,941,247	2,451,300	81,673,345	36,565,000
Flaxseed, bus.....	1,614,247	1,499,127	14,913,161	12,326,244
Red clover, lbs.....		313,655	7,054,624	16,527,965
Other clover, lbs.		1,684,980	13,104,075	22,614,245
Other grass seeds, lbs.		1,827,373	15,194,540	19,039,427
Sugar beet seeds, lbs.	2,777,475	427,184	5,596,589	7,726,202

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## Feedstuffs

NEW MARKET, IA.—The Hipsley Feed Mill burned April 5.

WALNUT RIDGE, ARK.—S. N. Pitzel & Co. will install a feed mill.

COMMERCE, MO.—The Anderson Feed Co. incorporated for \$150,000.

FORT DODGE, IA.—The Purity Feed & Seed Co. engaged in the seed and feed business.

INDUSTRY, (Wakefield p. o.) KAN.—Anthony & Hunt started a feed business at this place.

CANTON, CONN.—F. D. Lawton & Sons of Unionville purchased the feed business of L. C. Schwab.

JACKSON, MISS.—We have discontinued business at Jackson.—Royal Feed & Milling Co., of Meridian.

LOS ANGELES, CAL.—The Tarkio Molasses Feed Co. of Kansas City, Mo., is erecting a feed mill at this place.

FOREST PARK, ILL.—The Acme Mfg. Co. of Wheaton has installed a Hall Signaling Grain Distributor in its elevator.

ST. LOUIS, MO.—The Ralston Purina Co. of St. Louis opened a retail feed store here in charge of R. E. Angerstein.

WAVERLY, N. Y.—C. J. La Fleur has been appointed general mgr. of our sales department.—C. F. Kieser, Kasco Mills, Inc.

DALLAS, TEX.—The Quaker Oats Co. of Chicago has been admitted to do business in Texas. F. E. Moran of this place is state agent.

DODGE CITY, KAN.—J. L. Rankin, who has been with the Dodge City Alfalfa Mill for about a year, has purchased an interest in the company.

BIRMINGHAM, ALA.—Birmingham Feed & Grocery Co. incorporated by W. D. Bishop, W. H. Reynolds and E. L. Morris; capital stock, \$4,600.

BUFFALO, N. Y.—The George Urban Milling Co. is making improvements at its mill to provide greater room for its recently established poultry feed department.

HOPE, IND.—The feed mill of C. C. Herron and a lumber yard nearby burned April 10 from a fire believed to have started in the mill. The loss is \$50,000 partly insured.

DALLAS, TEX.—The Lawther Mills will begin construction of a large feed mill and two warehouses. The mill will be of 15-car capacity daily and the warehouses will hold 180,000 bus. of grain. The buildings will cost \$70,000.

ST. LOUIS, MO.—The Ralston-Purina Co. will build the following at this place during the year: One 3-story grinding plant, 100x40 ft., one 6-story mill building 100x62½ ft., two molasses storage tanks, each of 230,000 gallon capacity, and a 2-story office building. Over \$1,000,000 will be spent on the improvements and the Jones-Hettelsater Constr. Co. will do the work.

## Exports of Feedstuffs.

Exports of Feedstuffs during February, compared with February, 1922, and for the eight months ending with February, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	February 1923	February 1922	8 mos. ending Feb. 1923	8 mos. ending Feb. 1922
Brand and mill- dolls, tons.	119	901	1,885	9,316
Cocunut cake, lbs.	750	480,979	2,286,324	9,530,877
Corn cake, lbs.	60,500	60,500	670,500	3,595,681
Cotton seed meal, lbs.	4,743,635	6,109,511	99,914,091	106,555,670
Linseed meal, lbs.	1,758,493	3,906,753	18,621,300	12,496,871
Linseed cake, lbs.	37,002,146	33,832,273	318,503,434	359,011,646
Millfeed, tons	1,575	109,676	28,990	198,723

COLUMBUS, IND.—The C. C. Herron feed mill burned, together with a lumber yard. It started in the second floor of the mill and caused a loss of \$50,000, partly insured. It will be rebuilt.—C.

DES MOINES, IA.—The com'te on agriculture recommended to the senate that House Bill 607, to amend Sec. 5,077-a6, supplement to the code, 1913 (C. C. 1514) relating to feeding stuffs, be passed.

MEMPHIS, TENN.—A. W. Bosworth succeeded Miss Irene Reiser as mgr. of the Memphis branch of the Cereal By-products Co. of St. Louis, Mo. Miss Reiser goes to the Chicago office of the company.

BUFFALO, N. Y.—The Embleton Co., Inc., has been incorporated for \$20,000 to deal in wholesale feeds and vegetable oils. Wm. R. Embleton is pres. Offices will be in the Chamber of Commerce Bldg., after May 1.

LOUISVILLE, KY.—The American Hominy Co. of Chicago has closed its plant at this place, preparatory to installing considerable machinery. The plant formerly was owned by the Wathen Mfg. Co. and the new operators are remodeling to fit their needs.

WOOSTER, O.—We changed our name from the Wooster Grain & Seed Co. to the Wooster Feed Mfg. Co. on Mar. 9. We manufacture commercial feeds and handle grain and feeds on a brokerage basis. At present we are not operating our Marshallville and Fredericksburg branches.—Wooster Feed Mfg. Co.

COLUMBUS, NEB.—T. B. Hord Grain Co. has completed the feed mill it started to build last February. The plant is 30x40 ft., three stories in height. Equipment includes a 26-inch Unique Attrition Mill, two pair high roller mill, 15-car capacity wire rope car puller, and manlift. W. C. Bailey & Son did the work.

MILLERS are urged by the Millers National Federation to "lend a hand" in the development and formation of standards and definitions of wheat feeds. Unless they do so at the meeting of the Association of Feed Control Officials to be held in October or November, the matter will necessarily be left entirely in the hands of the ass'n only.

INDIANAPOLIS, IND.—Perins Mills, Inc., is constructing a large feed mill on a six-acre site purchased recently. It will be devoted exclusively to the grinding of corn and manufacture of mixed feed for cattle. When completed it will have a capacity of 10 cars of feed and will have a grinding capacity of 5,000 bus. of corn daily. It is expected to be complete in three months. The company incorporated recently for \$100,000 with Zinton Perins, pres.; Mrs. D. R. Perins, vice-pres.; W. T. Peacock, 2nd vice-pres.; C. D. Trowbridge, sec'y; and Fred A. Stewart, treas.

## Difficulties Encountered in Elevator Erection.

Both at Cape Town and Durban, South Africa, engineers have encountered difficulties in providing satisfactory foundations for the large grain elevators to be erected at each place.

At Cape Town, the trouble, caused by an unforeseen flow of water, was overcome by a cementing process at an additional cost of £37,000.

At Durban, it was necessary to abandon the pile system originally started. A. W. Menkins, contractor for the superstructure only, agreed to take over the work of reconstructing the foundation at an additional cost of £105,000. His plan is to sink 90 concrete cylinders down to rock level. Excavations made in connection with the new scheme created cavities and the in rush of ground shifted the cylinders out of plumb. Additional precautions are now being taken and it is believed the difficulty will be successfully combated. Completion of the Durban elevator will be considerably delayed and the cost of completion will be much greater than originally anticipated.

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## Supreme Court Decisions

**Furnishing Car Door Boards.**—The Public Utilities Commission has power to compel a railway company to furnish car door boards for box or stock cars carrying coal, or to pay shipper if he furnishes boards, such boards being necessary equipment.—*Boettcher v. Public Utilities Commission of Colorado*. Supreme Court of Colorado. 213 Pac. 114.

**Tariff Controls Rate.**—Where the question of a rate to be charged on an interstate shipment is in question, the interstate tariff rates for the shipment control, as the tariff rates have the effect of a statute, and both carrier and shipper being presumed to know, they must abide by them.—*Peuchen v. Davis, Director-General*. Supreme Court of New York. 198 N. Y. Supp. 518.

**Buyer Can Transfer Title to Shipment But Not the Contract.**—The transfer by the purchaser of goods shipped to him by the seller of the B/L therefor to a third person, while the goods are in possession of the transportation company, transfers to the third person the title to the goods, but does not operate as an assignment of the purchaser's contract with the seller.—*Itzig Co. v. First Nat. Bank of Broadway, Va.* Supreme Court of Mississippi. 91 South. 15.

**Rate Contract Invalidated by Increase.**—Even tho a rate fixed by a contract for definite period between a carrier and a shipper is the legal rate at the time of the contract, a higher rate thereafter established by the carrier in accordance with the provisions of the Railroad Commission Law renders the contract ineffectual and would subject both the carrier and shipper to indictment if they adhered to the contract.—*New River Lumber Co. v. Tennessee Ry. Co.* Supreme Court of Tennessee. 238 S. W. 867.

**Breach of Pure Food Laws By Others Than Defendant Immaterial.**—In an action by the purchaser of a meal for stock food against the seller for breach of contract in failing to deliver a marketable product, the fact that sellers other than the parties to this action misbranded or adulterated the meal in violation of the pure food law is not sufficient to entitle plaintiff to a judgment.—*Hottelet Co., of Milwaukee v. Garden City Milling Co., Garden City, Kan.* U. S. Circuit Court of Appeals. 285 Fed. 693.

**Landlord's Lien Has No Effect After Shipment Out of State.**—Where a tenant after having grown a crop of cotton shipped it out of the state and subsequently sold it to defendant out of the state, there was no liability on the part of the purchaser for destruction of the landlord's lien on the cotton, notwithstanding that both the seller and buyer were residents of the state and amenable to its laws at the time of the conversion in the other state.—*Bank of Commerce of Earle v. Tubb*. Supreme Court of Arkansas. 247 S. W. 1079.

**Duty to Deliver According to Way Bill.**—Where, although the original B/L contained the proper local address of consignee, the waybill which was prepared by the initial carrier failed to show any local address, and due to this incompleteness of the waybill final carrier gave notice of arrival to another company, the name of which was the same, as that of consignee, final carrier was not liable to consignee, as its sole obligation was to make delivery according to the directions in the waybill.—*Liberty Sales Co. v. Davis, Director General*. Municipal Court of the City of New York. 198 N. Y. Supp. 253.

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**Customer's Intention Does Not Invalidate Future Sale.**—A contract made by brokers for a customer for purchase of cotton on an exchange for future delivery, which under the rules of the exchange calls for actual delivery of the cotton and is valid under the laws of the state, is not rendered unlawful as a wagering contract because the customer did not intend an actual purchase, but merely to speculate on the rise and fall of the market, which intention was not disclosed or known to the brokers or the seller.—*Jacobs v. Hyman*. U. S. Circuit Court of Appeals. 286 Fed. 346.

**Manager Assumed to Have Authority to Buy Grain.**—In an action by the seller for damages for the breach of a contract to purchase grain, entered into by the general manager for defendant, a mill and elevator company, an offer by defendant to put in evidence a resolution of the directors limiting his authority held properly rejected, since the act relied on by plaintiff was within the apparent scope of his authority and a part of his duties, and the special limitation would not have bound plaintiff.—*Farmers Mill & Elevator Co. v. Hodges*. Court of Civil Appeals of Texas. 248 S. W. 73.

**Seller Not Liable for Failure to Deliver More Than Was Grown.**—In buyer's action for breach of a sale contract for "about 6,000 pounds" of alfalfa seed, where it was shown that the sale was intended to cover seller's estimated crop for the ensuing year, which did not exceed 2,000 pounds, part of which seller retained for seed, seller cannot be subjected to damages, for failure to do that which through no fault of his own was impossible, nor liable because of erroneous estimate of the amount of the seed; "about" meaning only an estimate of probable amount.—*Barkemeyer Grain & Seed Co. v. Hannant*. Supreme Court of Montana. 213 Pac. 208.

**Negligent Mixing by Warehouseman.**—Plaintiffs stored flax in defendant's elevator to be kept in a bin by itself and received from the agent in charge a statement of the dockage when delivered at the elevator. Held that such statement was admissible in evidence in an action for negligently mixing wheat and other seeds with the flax while in storage. Held further that the certificate of the state inspectors of the dockage in the flax when re-delivered to plaintiffs was prima facie evidence thereof. Held further that the verdict is sustained by the evidence.—*O'Laughlin v. St. Anthony & Dakota Elevator Co.* Supreme Court of Minnesota. 192 N. W. 356.

**Suit Against Connecting Carrier.**—Rev. Civ. St. art. 732, authorizing suits for damage to or loss of freight sustained anywhere over connecting lines, as defined in article 731, against either or all connecting carriers, and under which as to suits brought thereunder article 1830, subd. 25, allowing apportionment of damages, is not applicable except at plaintiff's request, is not unconstitutional as denying either the carrier sued or any other any right, or depriving it of due process of law or equal protection guaranteed by Const. U. S. Amend. 14, § 1, and Const. Tex. art. 1, § 19.—*St. Louis, B. & M. Ry. Co. v. Morris*. Court of Civil Appeals of Texas. 248 S. W. 57.

**Purchase or Production of Material Shipped Interstate Is Not Interstate Commerce.**—If Congress may not regulate manufacture and production directly, because it is not a part of interstate commerce, it may not regulate it indirectly, through the medium of publicity. The purchase or production by a manufacturer in another state of the raw materials for his plant, which are then delivered to an interstate carrier for shipment to the plant, are not in themselves commerce, since the articles are not used in connection with an instrumentality of commerce.—*Federal Trade Commission v. Claire Furnace Co.* Circuit Court of Appeals of District of Columbia. 285 Federal 936.

**Discrimination by Refusal to Spot Cars.**—Where carriers had discriminated against a steel company by refusing to spot cars for it, or to make an allowance to it for the expense of spotting cars, as they did for its competitors in the same switching district, and the evidence showed that the steel company was unable to control the market price, so that it could not pass such charges on to its customers, it is manifest that the discrimination against that company had resulted in damage to it, by diminishing its profits to the extent of the cost of spotting its cars.—*Donner Steel Co. v. Interstate Commerce Commission*. Court of Appeals of District of Columbia. 285 Fed. 955.

**Carrier Can Not Limit Liability.**—The express provision of the Cummins Amendment to the Interstate Commerce Act that an interstate carrier shall be liable for the full actual loss, damage or injury to property caused by it, notwithstanding any limitation of liability or limitation of the amount of recovery, and that any limitation of liability is unlawful and void, cannot be defeated by construction based on the convenience of the clause, nor on any argument based upon the history of the statute, or of the Carmack Amendment (Comp. St. §§ 8604a, 8604aa), nor on the policy of the later Cummins Amendment (Comp. St. § 8604a).—*Adams Express Co. v. Darden*. U. S. Circuit Court of Appeals. 286 Fed. 61.

**Damages on Defaulted Contract.**—Where the seller of personal property under an executory contract refuses to perform the contract in accordance with its terms, and the buyer purchases goods in the market to take the place of those not delivered under the contract, a long time after the breach thereof upon the part of the seller, he is not entitled to recover the difference between the contract price and the price so paid by him, in the absence of a showing that the price paid was the same as the market price at the time and place of delivery, or at the time of the breach, or that he in good faith promptly endeavored to procure the goods to take the place of those sold to him and not furnished, but was unable to procure the same in the market earlier than he did purchase them.—*Duquesne Lumber Co. v. Keystone Mfg. Co.* Supreme Court of Appeals of West Virginia. 112 S. E. 219.

**Liability of Consignor and Consignee for Freight Charges.**—Where an erroneous interstate rate is quoted and collected, the carrier must collect the correct freight even tho that results in injury or great hardship to the shipper or consumer, and the carrier cannot by its conduct estop itself to sue for and recover the lawful rate. A provision in an interstate B/L that the owner or consignee shall pay the freight does not relieve the consignor's liability for the freight, but only recognizes the right of the carrier to hold the shipment until its lien for charges is discharged, and that lien can be waived by the carrier. The consignee of an interstate shipment of goods, who had made no contract with the carrier for the payment of the freight, and who assigned his interest in the goods before their delivery to him, and directed the delivery to the assignee which was made by the carrier, is not liable for the freight charges.—*Cleveland, C. C. & St. L. Ry. Co. v. Southern Coal & Coke Co.* Supreme Court of Tennessee. 248 S. W. 297.

THE cost of producing a bushel of wheat on an Argentine farm yielding 12 bus. to the acre, is estimated at 86 cents per bu.

## Grain Trade Will Prosper Despite Capper-Tincher Law.

We call attention to the fact that the cotton exchanges have been operating under this law for some time and the trade has developed and broadened under the law until those interested in it are enjoying the best business and prosperity that they have ever had and the Capper-Tincher Bill in due time will play the same part in the grain trade. There is nothing in it whatever to interfere with or discourage legitimate speculation.

REMEMBER THIS: The political demagogue's cry of "GRAIN GAMBLING and manipulation of the prices of foodstuffs" has cost the farmers of the country untold millions of dollars. The agitation of these demagogues in practically every State Legislature, as well as our National Congress, has resulted in thousands of people who formerly invested in grain when they considered the price too low, to now invest in stocks and bonds and tax-free securities. The farmer needs grain investment—the speculator. Yes, "Gamblers," if you would rather call them that: who will buy grain when it is below the cost of production and below a parity with other commodities, helping to put the price where it should be and bring back the farmers' prosperity.

The farmer need never expect the consumer to bid up the price of his products and; if he is to have higher prices, he must have help from the speculator.—*Quinn-Shepherdson Co.*



## Supply Trade

SHELBYVILLE, IND.—The Kennedy Car Liner & Bag Co., of this city, has announced an issue of \$150,000 preferred stock. The company is erecting a new plant to take the place of the one recently destroyed by fire.

LANSING, MICH.—Pittsburgh plus was attacked in the Michigan legislature Apr. 4 by a resolution adopted in the House, the Senate concurring, urging the Congress of the United States and the Federal Trade Commission to abolish the practice.

NEW YORK, N. Y.—Rapid growth of their eastern business has necessitated the removal to larger quarters of the New York office of the Foote Bros. Gear & Machine Co. The new office is located at 100 Greenwich St. J. R. Shays is manager.

EIGHT prison sentences and fines totaling \$17,500 were conferred recently on eight individuals and companies in the pottery trade for conspiracy in restraint of trade. Seven of the eight were members of the executive committee of the Sanitary Potteries Ass'n.

PITTSBURGH, PA. — Announcement is made that the Standard Scale & Supply Corp. has purchased, and is now operating under entirely different management, the business formerly conducted by the Standard Scale & Supply Co. Branches will be maintained in New York, Chicago, Philadelphia and Cleveland.

CINCINNATI, O.—The Federal Trade Commission is proceeding against wholesale grocers who have agreed to drive trade away from a large manufacturer of soaps because the latter had changed his selling policy to quote the same price to all buyers on the basis of quantity and quality purchased, regardless of their status as wholesalers or retailers.

THE VALUE of products of factories engaged in the manufacture of bags from textile fabrics (exclusive of those made in textile mills) amounted to \$113,820,000 in 1921, reports the Dept. of Commerce. This compares with \$214,059,000 in 1919 and \$79,049,000 in 1914, a decrease of 47 per cent from 1919 to 1921, but an increase of 44 per cent from 1914 to 1921.

MINNEAPOLIS, MINN. — We have recently made the following installations of Carter Disc Separators: Collin Co. Mill & Elev. Co., McKinney, Tex.; Kelly Milling Co., Hutchinson, Kan.; Rodney Milling Co., Kansas City, Mo.; Okla. City Mill & Elev. Co., Okla. City, Okla.; Trenton Mfg. Co., Trenton, Ill.; Faith Mfg. Co., Mahanomen, Minn.; Trenton Mfg. Co., Trenton, Ill., also machines shipped to England, China, Australia, India and Chile.—Carter Mayhew Mfg. Co.

"BUSINESS today is being forced to its present volume," Sec'y Franklin Dickey of the Pittsburg Lumbermen's Ass'n, told members of metropolitan lumber ass'n's secretaries at a meeting recently. Mr. Dickey believes that the peak in wholesale lumber prices has been reached and that prices will slowly swing downward until normalcy is reached. He does not believe there will be a sudden slump. Stocks of lumber in retail yards is about normal and business is good in cities and towns, but slow in agricultural districts.

A RECENT EXPERIENCE of ours in putting in a bid on a large contract, calls attention to the folly of elevator owners attempting to build an elevator for less than the bid made by a competent, experienced builder. We put in a tender, and were advised that action on the tenders would be deferred. We understand that tenders were something like 30% more than the engineer's estimated cost. There was some discussion about the owners proceeding to build either by day labor or sub-letting various parts of the work, under the impression that they might be able to approximate the engineer's estimate, but this hope would, of course, be futile. It is

difficult for an owner, whose regular business is merchandising grain, to understand the intricate details of building an industrial plant. Having added up a few of the principal items of the cost, he fails to appreciate the numerous smaller items which go to swell a considerable total, and which, in the end, will make his job cost him more than to let his contract to a competent, experienced builder.—Delores.

NEW YORK, N. Y.—The Year Book for 1923 of the American Engineering Standards Com'te has just been issued as a pamphlet of 48 pages giving a complete list of all standardization projects and reporting the progress made to Dec. 31, 1922. It shows that more has been accomplished than during any previous year. At the end of the year a total of 121 industrial standardization projects were definitely under way; five additional standardization undertakings have been officially brought before the A E S C since the Year Book went to press. Fourteen standards were approved during the last year, bringing the total of approved national standards now existent in the United States to 35. Of the projects which were officially before the American Engineering Standards Com'te at the close of the last year, 23 have to do with mechanical engineering; 21 with civil engineering and the building trades; 15 with electrical engineering; 3 with automotive subjects; 12 with transport; one with ships and their machinery; 15 with ferrous metals; 4 with non-ferrous metals; 12 with chemical subjects; 2 with textiles; 4 with mining; and 9 projects with topics of miscellaneous or general character.

EXPORT duty on rice from Saigon, Indo-China, should be lowered and the export duty on paddy should be increased because rice mills state that 18.50 piastres (\$8.68) is lost per ton on every ton shipped.

WHILE EXPERIMENTING on grain insecticides Professor R. N. Chapman of the University of Minnesota recently injured his eyes, and is now in the hospital, totally blind. It is hoped he will recover his sight.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Did Not Wait for the Premium.

Once when red milo was selling at a substantial premium over white kafir, a customer drove on the scales with what appeared on top to be a load of good red milo. But as I started to climb up onto the wagon to examine the load, I noticed that his wagon box was badly bulged and that the grain which showed between the cracks of the sideboards was very white. Of course this aroused my curiosity, so I slipped back into the office and brought out a wagon load sampler which was an unfamiliar tool to the farmer and he suspected nothing.

I asked if his load was mixed with white kafir, and he replied that there was no more than a scattering head thru the field, and certainly that was not evident on top.

I then plunged the sampler in and brought it out full. The sample showed the bottom two-thirds of the load was white kafir or feterita to be exact. Emptying this on top, I continued to sample the load while he busied himself with his harness which needed mending. When he climbed upon the load to drive into the elevator, I had just finished a white coat of feterita over his nice red milo.

"The discount for mixed kafir is 10c Mr. —," I said. "Shall I weigh you?"

Without a word he applied the whip to the horses and drove to another elevator, but the discount followed him, his grain was too well labeled.—M. S. R.

# HESS

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Write for free booklet.

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## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

GRAIN DEALERS JOURNAL  
309 So. La Salle St. CHICAGO, ILL



### Insurance Notes.

CLAIMS totaling \$45,600 have been filed against insurance companies as a result of the fire at the plant of the Schreiber Grain & Mfg. Co. at Kansas City, Mo., last December. Suit has been brot by plaintiffs who assert the insurance companies have refused to make settlement.

AN amendment to the workmen's compensation act in Wisconsin has been placed before the legislature. It would increase payment to workmen to far more than the amounts received by workmen of other states. For permanent total disability the amount would be increased from \$10,500 to \$16,300 by increasing the amount of weeks from 780 to 900.

SPRINGFIELD, ILL.—House Bill 592, introduced Apr. 12 and placed before the Com'te on Judiciary, provides that the Workmen's Compensation Act includes persons operating threshing machines, corn shredders, ensilage cutters, silo fillers, hay balers, corn shellers, clover hullers and portable saw mills. Such operations are not to be construed as farm or agricultural labor.

SPRINGFIELD, ILL.—House Bill 563 to amend sections of the Workmen's Compensation Act provides that disability or death from disease shall be treated as an accidental injury, and adds as extra hazardous business any enterprise in which sharp edged cutting tools are used. It also creates the office of medical advisor to serve four years at \$12,000 per year. The bill is now before the Com'te on Judiciary.

SPRINGFIELD, ILL.—Senate Bill 347, requires an insurer against liability for compensation under the Workmen's Compensation Act to file a classification of risks and premium rates with the Dept. of Commerce, and after Jan. 1, 1924, no such insurer shall issue or renew a policy at rates less than those approved by the department. The penalty is \$500 fine, second offense, \$500 fine and suspension of license for not more than a year. The bill was introduced Apr. 12 and referred to the com'te on insurance.

STATEMENTS of six millers mutual insurance companies, given to the insurance com'te of the Millers National Federation, show that the principal business of the companies is that given by millers and grain dealers, but the reports reflect the necessity of these companies to take outside business so that insurance may be provided to millers and grain dealers at minimum cost. The reports also indicate where losses are segregated, that on a percentage basis the losses of the insurance companies on general business are less than on mill and elevator business proper.

DENT SPUR (Great Bend p. o.), KAN.—A jury in district court has awarded damages in the amount of \$1,000 to Geo. Belden, a young man who was injured last summer by fire which followed the explosion of some carbon bisulphid which he started to haul in an automobile from Great Bend to Dent Spur. The boy's father, manager of the elevator here, sent him for the chemical and intended using it to kill weevil. After Belden received the package he placed it in his car and started home. He had driven but a short distance when the explosion occurred, and the resultant fire burned him severely and practically destroyed the car. Belden alleged that the chemical had not been placed in a proper receptacle.

"YOURS MUTUALLY," is a new publication published by the Federation of Mutual Fire Ins. Companies, to promote a closer co-operation between the holders of mutual insurance and the companies issuing this insurance, to the end that rates may be still further reduced and the business raised to a still higher plane. It seeks to be informative, rather than entertaining, upon conditions and practices that affect fire insurance, not from a technical standpoint, but in a manner to aid the manufacturer, business man and property owner in getting maximum protection and satisfaction from his insurance. The initial number, for March-

April is a modest 8-page leaflet, one of its leading articles being "Radio Fire Insurance Standards in a Nutshell," simply written so any radio fan can understand.

CANTON, O.—J. C. Adderly has succeeded Wm. H. Clark as pres. of the Ohio Millers Mutual Fire Ins. Co. The conditions of Mr. Clark's health demanded that he be relieved of the duties of the office, especially as the business depression has brot problems heretofore unknown.

J. C. Adderly has been connected with flour mill mutual insurance for more than 20 years. For many years he served as inspector for the flour mill mutuals. There are few mills or millers in the entire country that he has not called upon and knows personally. Later he was employed by the mill mutuals in the capacity of adjustor. Mr. Adderly became interested in the subject of employers' liability and workmen's compensation insurance and in 1911 he organized what is now known as the "Integrity Mutual Casualty Company." This company was the first Mutual Company organized for the purpose of writing casualty insurance upon the mutual plan throughout the United States. The company has specialized upon the milling and grain risks and the growth and success which the company has obtained during the past ten years has been phenomenal.

THE Agricultural Farmers Ass'n of Czechoslovakia is planning an exhibition and intends to have a special booth devoted to the American grain trade. Information regarding the show can be obtained from Dr. Neubert, vice consul, Czechoslovak Consulate General, New York, N. Y.

INDIANAPOLIS, IND.—The Co-operative Fiscal Organization was placed in the hands of Everett Deupree as receiver Mar. 28 on petition of Mrs. Minnie A. Kidd, a member who had subscribed \$1,000, and stated in her complaint that the organization was formed to organize co-operative marketing ass'ns, co-operative banks and co-operative industrial enterprises. Among the defendants are M. A. Weslow of Waco, Tex., and Sara Coote Hutton of Terre Haute, Ind.

### Look Over Plant Before Locking Up.

The Mutual Fire Prevention Buro has recently gotten out a neat metal plate, 2½ by 3¼ inches, to be attached to the door or door jamb of every grain elevator and flour mill. The quality of the sign is such that it resists rust, and it can be placed on the outside of building over the key-hole.

The Buro is trying to impress on the elevator operator the thought of the possibility of fire in his plant, before he turns the key to depart for the night. Records show that considerably over one-half of the fires in grain elevators and flour mills start after the operator has gone home. A careful examination of the property would have prevented nearly all these fires.

# FIRE!

## Look Your Plant Over Thoroughly Before Locking

These metal signs, which are shown in the engraving herewith, are sent to every grain elevator or flour mill upon request addressed to the Buro.

### Oppose State Insurance Fund Bill.

Opposition is vigorously developing against the bill before the Illinois legislature to provide for the establishment of a state insurance fund for the payment of compensation under the Workmen's Compensation Act.

Those states which have adopted similar bills and have similar funds in operation have been much criticized in the manner of conducting the work. Pennsylvania and New York have such funds in operation and are now being subjected to a searching examination by officials in an effort to correct many abuses which have crept in its management.

The bill before the Illinois legislature has been criticized for its poor construction and is stated to be woefully lacking in many of its provisions. It should be killed in the com'te.

The Chicago Ass'n of Commerce adopted a resolution recently in which it is opposed to the bill's passage.

### The Mid-West Farmers Ass'n Reinsured.

The Grain Dealers National Mutual Fire Insurance Co. of Indianapolis, Ind., has taken over all of the business of the Mid-West Farmers Mutual Insurance Ass'n of Sioux Falls, S. D.

The Mid-West in notifying its policyholders of the transfer made this statement on March 26th:

Owing to unusual and extraordinary fire losses within the last few months, we have been forced out of business, and the Insurance Department has made arrangements with the Grain Dealers National Mutual Fire Insurance Co. to take it over.

We have had four losses within the last four months, aggregating \$15,655.14 net to us, outside of reinsurance of about \$20,000. This of course is very unusual, as losses do not often come so close together in such a short time. This is very unfortunate, as we were getting a fine start. It is one of the misfortunes in which no blame can be laid to anybody, as your officers have certainly put forth their best efforts to make a success of the insurance business.

Elevator losses have been quite heavy in the Northwest territory during the past year or so, and all companies writing business therein have been hit. As the Mid-West had not accumulated sufficient surplus to meet the extra losses, it was necessary for it to retire.

The "Grain Dealers Mutual" has been operating for more than twenty years, and as it does business on a nation wide basis, and has a surplus or more than one million dollars, it is able to handle the fluctuations in losses in any one territory.

The reinsurance arrangements we understand were very satisfactory to all parties concerned.

## Books Received

REPORT OF OPERATION OF MINNESOTA STATE TESTING MILL is a 37-page pamphlet by Dr. C. H. Bailey. In it is given full particulars of the operation during the seasons 1921-22 and many tables show the results of tests made on Minnesota wheat and give the comparative values of different grades of wheat. Bulletin No. 23, published by the State Dept. of Agriculture, St. Paul, Minn.

OBSERVATIONS ON MILLING is perhaps one of the best expositions of the principles underlying milling practice that the miller or student of milling should know in order to produce the results desired from the particular grades of wheat to be handled. Its chapters cover scouring, conditioning, wheat heating, the breaks, primary sifters, the middlings purifier, grading middlings, reduction of middlings, flakes, granules and dust, and overgrinding and scratch rolls. The author, Edgar S. Miller, is superintendent of a 1,000-bbl. mill and has been aided in the preparation of his book by a well-equipped laboratory. Illustrated, 129 pages, cloth. Published by the National Miller, Chicago, price, \$3.



JAY A. KING, *President*

GEO. A. WELLS, *Secretary*

## Western Grain Dealers Mutual Fire Insurance Co.

Hubbell Building

Des Moines, Iowa

*This is the season of cyclones and windstorms.  
Our cost is low—Write for information.*

### The "Grain Dealers Mutual"

No. 4.

During the twenty years it has been in business, this Company has made a careful study of the fire hazards of the country elevator, and is ready at all times to furnish information on the subject to any grain man desiring it.

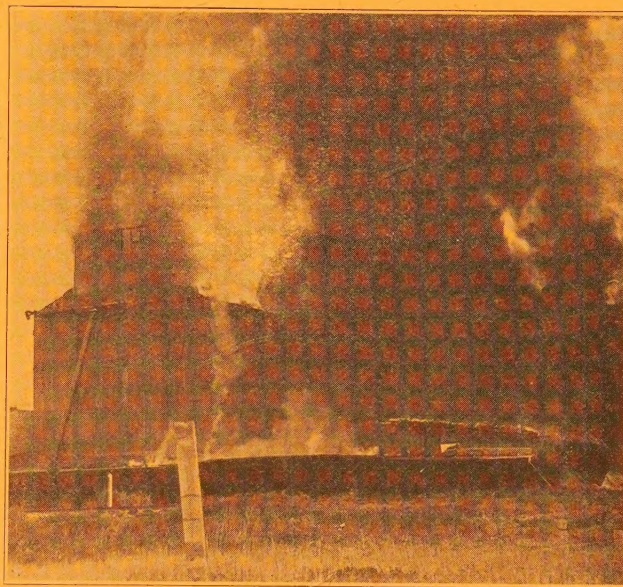
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The Company of Grain Men, for Grain Men,  
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## OUR IMPROVED Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

411-B contains 100 sets all Form B. Price, \$2.00

411-C contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

### GRAIN DEALERS JOURNAL

309 South La Salle Street

CHICAGO, ILL.

**Tell us what you need for your elevator  
and we will tell you where to get it.**

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B. P. St. John, Treas.  
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A Grain Dealers Company writing Fire and Tornado Insurance on the Mutual Plan.  
We have returned 50% of the Deposit Premium for 20 years.  
Let us tell you about our Provisional and Short Term Grain Insurance. 100% Protection all the time.

## Want Ads

in the Grain Dealers Journal make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a Journal want ad twice a month and your want will soon be satisfied.

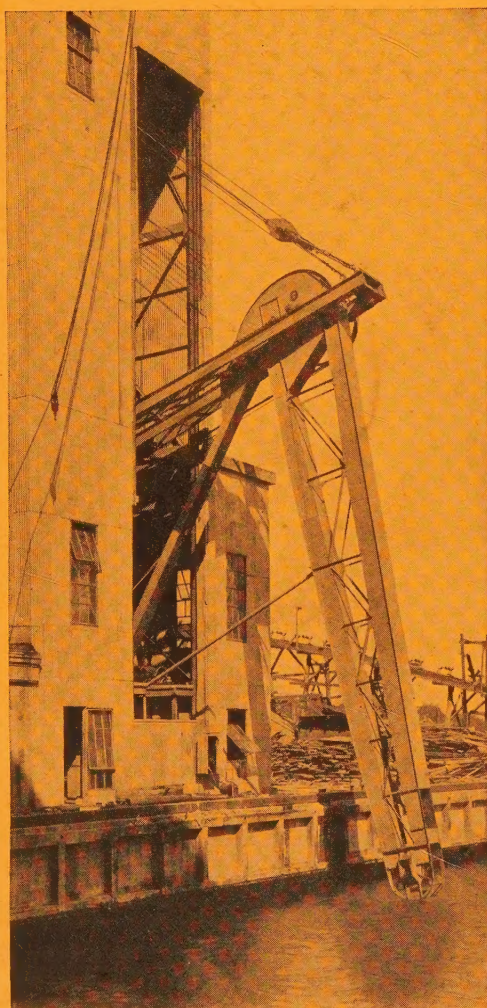




# GRAIN HANDLING EQUIPMENT

*The Machinery With a Reputation*  
**For Long Life and Low Maintenance Cost**

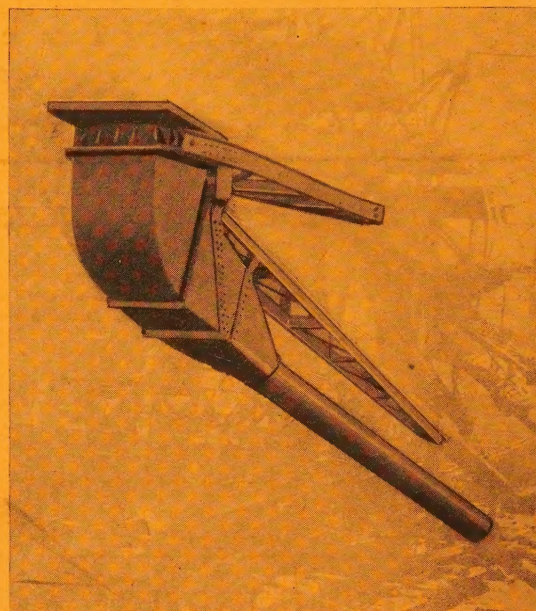
WELLER MADE MACHINERY is made by men who know its application and the conditions under which it is to operate. It proves its merit because Quality is built into it.



WELLER MARINE LEG

We Can Furnish Cross Head and Curtain Type

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Apron Conveyors	Bucket Elevators
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Cold Rolled Sectional Steel Flights  
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